



Clockwork Recruitment
Permanent & Temporary Recruitment

HOW WE HELPED A GLOBAL FMCG COMPANY HIRE 30 NATIONAL SALESPeOPLE

At **Clockwork Recruitment**, we specialise in delivering exceptional recruitment solutions that address even the most complex hiring challenges. One of our success stories involved helping a global **FMCG (Fast-Moving Consumer Goods)** company overcome significant recruitment hurdles and successfully hire **30 national salespeople**. Here's how we tackled the challenge and helped the client achieve their hiring goals.

Client Problem: Multiple Sales Roles, No Internal Resources

Our client, a major player in the **FMCG industry**, had a high-volume recruitment need: they required **30 national salespeople** across multiple regions. However, they faced several key challenges:

1. **Lack of Internal Resources** – With an already overstretched **HR team**, the client lacked the time and capacity to manage such a large-scale recruitment process.
2. **Multiple Agencies Involved** – Several recruitment agencies were supplying candidates, but there was **no streamlined process** to manage and coordinate them effectively.
3. **Urgent Hiring Needs** – Given the fast-paced nature of the business, the company required a solution that could deliver the right candidates quickly **without compromising quality**.

Our Solution: Seamless Integration & Collaborative Partnership

To address these challenges, **Clockwork Recruitment** stepped in as an **extension of the client's internal team**. We implemented a **structured, hands-on approach** that ensured all 30 national sales positions were filled successfully and efficiently.

1. Full Management of the Recruitment Process

We took full responsibility for managing the entire **hiring process**, allowing the client's HR team to focus on other priorities. Our **expert recruiters** handled everything from **candidate sourcing and screening to final placement**, ensuring a **smooth and stress-free experience** for the client.

2. Coordination with Multiple Recruitment Agencies

With several agencies involved, we acted as the **central point of coordination**. We ensured **clear communication**, avoided duplication of efforts, and created a **harmonised process** for all parties. This **structured collaboration** resulted in **better efficiency and faster hiring**.

3. Administrative & Diary Management

We took care of **all administrative tasks**, including **interview scheduling, candidate communication, and diary management** for the hiring managers. This ensured a **well-organised and seamless recruitment experience** for both the client and candidates.

4. Regular Feedback & Reporting

We established **consistent feedback loops**, keeping all stakeholders updated at every stage. By **regularly reporting** on candidate progress and interview outcomes, we built **trust and transparency** between the client, recruitment agencies, and candidates.

Results: Every Role Filled with Satisfaction Across the Board

Our strategic and structured approach led to an outstanding outcome:

- ✓ **30 Sales Roles Filled** – Every position was successfully filled with a **highly qualified and suitably skilled** candidate.
- ✓ **Satisfied Hiring Managers** – The client's **Area Sales Managers** were **delighted** with the quality of candidates, who matched both **skills and cultural fit**.
- ✓ **Positive Feedback from Agencies** – The other recruitment agencies involved **appreciated** our collaborative and transparent approach, making the process smoother for everyone.

By acting as an **integral part of the client's team**, Clockwork Recruitment not only helped them **meet their hiring targets** but also **improved efficiency, coordination, and overall satisfaction** with the recruitment process.

Why Choose Clockwork Recruitment?

Our success with this global FMCG company is just one example of how we **consistently deliver** results for our clients. Here's why Clockwork Recruitment is the ideal partner for your next hiring project:

- **Comprehensive Recruitment Solutions** – We manage the full recruitment cycle, ensuring a **seamless** and **stress-free** hiring process.
- **Expertise in High-Volume Hiring** – Whether you need to fill **a handful or hundreds** of roles, we have the **resources and expertise** to handle **large-scale recruitment efficiently**.
- **Collaborative Approach** – We work closely with your **internal team** and **external agencies** to ensure **smooth coordination and communication**.

- **Tailored Support** – From **admin management** to **interview scheduling**, we provide **customised** solutions to meet your **specific recruitment needs**.
 - **High-Quality Candidates** – Our **extensive network** and **thorough vetting process** guarantee that we **source only the best talent** for every role.
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Let's Get Started

Are you facing a **recruitment challenge**? **Clockwork Recruitment** is here to help. Our team of **experienced recruiters** can seamlessly integrate into your **hiring process**, manage **your recruitment process**, and **deliver the candidates you need—on time and on target**.

Contact us today to discuss how we can support your next recruitment project! 01483 331382
