



Case Study

Case Study on Name Generation Service

Verve Communications Pvt. Ltd.

703, 7th Floor, The Cerebrum IT Park, Kalyani Nagar, Pune 411006 MH India
Phone: +91 20 41056789 | Fax: +91 20 41056767 | E-mail: interact@theverve.in
Web: www.theverve.in



The Client:

A leading Australian based Recruitment Company for the Built Environment.

Specialists in providing quality recruitment for professionals who work in the built environment including: Architecture, Building services, etc. Areas of expertise: Architecture, Master Planning, Interior Design, Urban Development.

The Challenge:

Verve was initially approached by the company to generate contacts for the required skill set. The client expected large number of contacts along with good quality at the same time. There were many obstacles to get through to the targeted candidate, sometimes had to call time and time again at the same place using different Scripts with different variation of tone. Another challenge was the Time Difference between Australia and India but we still managed the assignment in a professional logical manner ensuring continuity and consistency of results.

The Solution:

Head-hunting allows introducing, presenting and discussing those options with key individuals who are not actively on the market. Being able to head-hunt allows you to handle those vacancies that you would otherwise find impossible. Initially, started with generating 15 - 20 contacts per day but later the contacts increased to 30-35 contacts. After gathering the relevant contacts, our experienced Quality Assurance Team evaluates the work done by the Head Hunter/

/Researcher to ensure that the quality is maintained as per the client's expectation.

Reporting:

We send all the observations that we come across while working on the client's requirement. Daily reports are also sent after the completion of work. We do report to the client if we come across any additional information which could be helpful as per their requirement.

The Results:

The client was very happy with the work done as we delivered the results in a short amount of time. He found the results accurate and exactly what he needed. He assured that he would use our Services again.