

Ten year partnership with CBI allows key staff to focus on core business strategies.

A Customer **STORY**

This Philadelphia based company is a leading global provider of asset management, investment processing, and investment operations solutions for institutional and personal wealth management that helps private banks, investment advisors, investment managers and institutional investors and create and manage wealth.

Areas of **FOCUS**

Industry:

- Financial Services

Positions:

- Corporate Professional

During one short-term project, CBI Group was able to fill more than 120 positions ranging from entry-level to department directors.

We Build Recruitment SOLUTIONS

Customer **CHALLENGE**

A leading global provider among wealth and investment management firms was faced with a large number of open requisitions and pressure to increase compliance. A recruiter in the Workforce Development group was promoted and this created a backlog of integral positions that required immediate fulfillment.



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CBI Group quickly responded to the challenge by providing a flexible program that included Recruiters working on-site and acting as an integral part of our customer's team. Our Recruiters met individually with all hiring managers and developed custom recruitment strategies to meet the specific needs and preferences of each manager.

As a result of our initial success, CBI Group has maintained a ten year partnership with a scalable model that enabled resources to be added or removed based upon the customer's fluctuating staffing and business needs.

How did CBI Group add **VALUE?**

The customer has utilized on-site, dedicated resources from CBI Group to significantly increase their candidate flow and decrease cost per hire. On average, the cost per hire ranged from \$2,500 to \$4,000. Our program resulted in a cost savings of \$11,000-\$12,500 per position filled, when compared to the prior methodology of utilizing contingent search firms to fill similar positions.

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This partnership gave our customer the tools needed to:

- Hire paralegals, attorneys, financial control analysts, product support specialists, Technology Directors, accountants and Accounting Directors
- Outsource vendor management, with CBI Group supervising 16 different outside companies
- Free up key internal staff to concentrate on other functions within the organization.