

Client case study:

Kelper Cheuvreux

Background

Kepler Cheuvreux engaged with Robert Walters marketing recruitment consultants as a result of the specialist team's reputation for skilled roadshow recruitment. Kepler Cheuvreux is a leading independent European financial services company, specialising in advisory services and intermediation to the investment management industry. With its head office in Paris, the client required two high calibre roadshow coordinators to join its London office.



Approach

Robert Walters specialist consultants built a new relationship with Kepler Cheuvreux, achieved by demonstrating the team's specialist knowledge of the roadshow area to the client. A detailed hiring strategy was agreed as it was vital that the shortlist of candidates had the right mix of deal/non deal and fixed income versus equity experience, alongside full roadshow exposure, stakeholder management experience and a good personality fit for the firm. The Robert Walters consultants' strong track record of placing roadshow candidates across the financial services market enabled them to submit a refined shortlist of high quality candidates to the client for interview. Robert Walters consultants then assisted with the final selection process by making the offer to the successful candidates and providing detailed feedback to all who interviewed.

Solution

The Robert Walters marketing recruitment team was well placed to utilise its extensive knowledge of candidates in the investment banking roadshow space in order to service Kepler Cheuvreux's recruitment requirements. Throughout the course of hiring, the consultants assessed the needs of the client and kept in regular contact with stakeholders, ensuring open and joined up communications.

Results

Delivering an effective recruitment solution has resulted in Robert Walters being chosen over competitors as a reliable, efficient and trusted recruitment partner.

“Roadshow recruitment has been a key focus for Kepler Cheuvreux in recent months as we looked to grow the team. We were extremely impressed with how the Robert Walters team understood us as a client with our unique needs and niche requirements and how they were able to provide us with a number of strong relevant candidates for both positions. We wouldn't hesitate to use them again for any future recruitment needs.”

- Marie Lioult, Head of Access Coordination, UK - Kepler Cheuvreux