

Client case study:

Onyx Capital Group

Background

Onyx Capital Group is an oil derivative trading house, founded in 2016. Onyx has leveraged its unrivalled visibility and expertise in the oil-indexed futures market (otherwise known as oil swaps) into a service offering through the launch of Onyx Capital Advisory in 2018. They have since become an authority on oil price and flows, with the trading business being the largest market maker by volume in the world, whilst the service arm is able to offer a full suite of services from broking to consultancy and critically acclaimed research.



On the back of working previously with the hiring manager when they were working for another company, Robert Walters was contacted by the Onyx team to source a backfill for said manager as they moved up within Onyx on a short-term basis with the opportunity to extend.

Approach

This was an urgent hire so we quickly met and were briefed on the role, agreed terms and were able to turn around several high-quality candidates within 48 hours and had the right candidate starting three weeks later. We took the time and effort to really understanding the client needs and knowing the talent pool.

Results

From briefing of the role to close, the process took approximately three weeks. A total of three CVs were sent to the client, who went through several interviews and one candidate was ultimately successful. The contractor was extended a few times before being made permanent. Our fast-paced, quality service has strengthened our relationship with Onyx and are often in touch to provide benchmarking and market information. We look forward to working with the Onyx team again soon.

Testimonial

“I had the pleasure working with Robert Walters with the search for a temporary employee for our back office; It was a very time-sensitive task as we needed someone to start immediately due to our internal business needs. Although looking for someone to join us on contract basis, the individual needed to be a cultural fit as well as having to meet all our internal benchmarks in terms of education and relevant work experience and RW team went above and beyond in providing us with candidates until we identified the perfect fit. I was particularly impressed with the Robert Walters team always being incredibly responsive with any follow-up questions or queries we had (i.e. timesheet setups) after the individual started working with us. Additionally, the team kept in touch with the temporary employee to make sure he is happy working at our firm which (from my experience) is very rarely the case. I would highly recommend Robert Walters to anyone who wants an exceptionally professional service as well as a personal touch.”

- Andreja Plahuta – Head of HR at Onyx Capital Group