

Client case study:

Landsec

Background

The partnership between Robert Walters and Landsec was established to meet Landsec's extensive recruitment needs across all corporate sectors. As a FTSE-listed leader in commercial property development and investment in the United Kingdom, Landsec required a recruitment strategy that was both dynamic and comprehensive, addressing permanent, fixed-term contract (FTC), and temporary staffing solutions.



Solution

Robert Walters assembled a dedicated project team with sector-specific knowledge, particularly in property and real estate. With over 12 years of experience, the account manager, supported by a specialised account management team, became the primary liaison for Landsec's internal talent team. This strategic approach enabled the project team to access both passive and active candidate markets, ensuring rapid and precise talent acquisition for temporary, interim, and niche skillset needs.

The recruitment strategy was multifaceted, incorporating bespoke advertising, referrals, headhunting, and leveraging an extensive existing database. This diverse approach ensured the attraction of high-quality candidates who not only met the technical requirements but also aligned with Landsec's corporate culture.

The ongoing partnership between Robert Walters and Landsec has spanned over a decade, a testament to the success and mutual commitment in delivering exceptional recruitment services.

Testimonial

“We are very pleased with the recruitment service provided by Robert Walters in our searches for both temporary and permanent staff across our corporate functions at Landsec. The team ensure there are a good number of relevant candidates shortlisted and presented to us; this is key to ensuring we hire good quality professionals who are both technically strong and a good cultural fit. I would look to use them again when recruiting.”

Senior Resourcing Partner – Kate Bolckova Landsec