



ROBERT WALTERS CLIENT CASE STUDY: LAND SECURITIES

SETTING THE STANDARD IN RECRUITMENT

BACKGROUND

Robert Walters was approached by Land Securities to act as recruitment partner for its commercial accounting and finance requirements, and in particular its urgent need for a Head of Finance.

Land Securities is the largest commercial property company in the UK and a FTSE 100 organisation. Founded in 1944, it now owns and manages more than 24 million sq ft of property.

APPROACH

Having placed the Head of Finance, a pivotal role within the Land Securities accountancy and finance team, Land Securities sought to hire a number of temporary and permanent commercial accountancy and finance professionals to expand their team. A comprehensive hiring strategy was developed and presented to ensure a quick and efficient process. It was essential that new hires could fit into the team as soon as they started work, meaning that the shortlist of candidates had to possess the right mix of professional experience and cultural fit for the firm.

Robert Walters conducted a thorough face-to-face and telephone candidate screening service, followed by a tailored interview process to best suit Land Securities. Robert Walters then assisted with the final selection process by making offers to the successful candidates and providing feedback to all who interviewed, completing the cycle.

SOLUTION

Ensuring that Robert Walters consultants thoroughly researched the accountancy and finance market meant that a number of suitable high quality candidates were presented to Land Securities. This led to a greater level of trust being built between the consultants and Land Securities and made it simpler to select outstanding candidates for the variety of new roles.



RESULTS

As a result of the successful placement of the Head of Finance, Robert Walters was appointed exclusively to recruit for Land Securities for a number of other permanent and temporary positions.

"WE WERE VERY PLEASED WITH THE RECRUITMENT SERVICE PROVIDED BY ROBERT WALTERS IN OUR SEARCHES FOR BOTH TEMPORARY AND PERMANENT STAFF. THE TEAM ENSURED THERE WAS A GOOD NUMBER OF CANDIDATES SHORTLISTED AND PRESENTED TO US; THIS WAS KEY TO ENSURING WE HIRED GOOD QUALITY PROFESSIONALS WHO WERE BOTH TECHNICALLY STRONG AND A GOOD CULTURAL FIT. I WOULD LOOK TO USE THEM AGAIN WHEN RECRUITING."

Marcus Thomas, Head of Finance, London – Land Securities

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BRAZIL
CHINA
FRANCE
GERMANY
HONG KONG
INDONESIA
IRELAND
JAPAN
LUXEMBOURG
MALAYSIA
NETHERLANDS
NEW ZEALAND
SINGAPORE
SOUTH AFRICA
SOUTH KOREA
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