

Client case study:

Land Securities

Background

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. 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.



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.

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. 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.

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, leading 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.

Testimonial

“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.”

Thomas, Head of Finance (London) at Land Securities