



ROBERT WALTERS CLIENT CASE STUDY: SEADRILL MANAGEMENT

SETTING THE STANDARD IN DRILLING

BACKGROUND

Robert Walters was approached by Seadrill to act as recruitment partner for its Global Tax Director search.

Seadrill is a Fortune 500 organisation and one of the largest international offshore drilling companies. With a head office in Norway, the client required a Global Tax Director and engaged with Robert Walters on a retained search basis to recruit the right person for the role. It was forecast that the Global Tax Director would sit within the Norwegian office originally, and assist the company in moving to UK headquarters within two to five years.

APPROACH

A detailed hiring strategy was agreed which included an international search and a comprehensive database search of local markets. Robert Walters provided a face-to-face and telephone candidate screening service, followed by an interview process based in London and Houston, Texas. Robert Walters then assisted with the final selection process by making the offer and providing feedback to all candidates.

SOLUTION

Robert Walters consultants researched the offshore taxation market in order to service Seadrill's requirement for a Global Tax Director. Conducting a broad reaching global search and coordinating international interviews with shortlisted candidates and Seadrill's CFO and CAO enabled a proficient selection process. Throughout the course of hiring, Robert Walters specialist taxation consultants assessed the requirements of the client and kept in regular contact with stakeholders, ensuring open and joined up communications.

"WE WERE VERY PLEASED WITH THE SERVICE PROVIDED BY ROBERT WALTERS IN OUR SEARCH FOR A NEW GLOBAL TAX DIRECTOR. MORE SPECIFICALLY, WE WERE IMPRESSED BY THEIR GREAT ABILITY TO UNDERSTAND US AS CLIENT, INCLUDING OUR CULTURE, NEEDS AND OUR INDUSTRY AS A WHOLE. WE FELT THAT ROBERT WALTERS PRIORITISED SEADRILL'S REQUIREMENTS AND KEPT IN CONSTANT COMMUNICATION WITH US. THE RESULT HAS BEEN THAT WE HAVE FOUND AN EXCELLENT RESOURCE AND THE PROCESS WAS MADE VERY SIMPLE."

Rune Magnus Lundetræ - Chief Financial Officer & SVP Seadrill



Seadrill



RESULTS

A quick and efficient search meant that Seadrill could relocate the successful candidate from Houston to Norway in time to affect a handover of responsibilities with the incumbent. Within 12 months, the new Global Tax Director helped relocate the business to London.