

Consumer goods multinational

OUR FUNCTIONAL EXPERTISE



PROCUREMENT



SUPPLY CHAIN



MANUFACTURING



QUALITY &
OPERATIONAL
EXCELLENCE

THE CHALLENGE

This consumer goods giant retained Proco Global as part of a cross-border project to recruit indirect procurement talent across Asia.

We were engaged to fill the Marketing Services Procurement Manager and a Marketing Materials Procurement Manager role based in China, and a Professional Services Procurement Manager based in Singapore.

The search was part of an 'insourcing' recruitment strategy, to bring the client's previously outsourced procurement function back in-house, requiring a number of external hires across the region.

THE SOLUTION

Proco Global partnered with the client's Project Leader to establish timescales and candidate requirements for all roles, prioritising the search in Singapore and establishing a long list of local talent available.

The client was keen to recruit local talent to ensure stability and sustainability. It was also important that each candidate had worked at a regional level in Marketing and HR/Professional Services

OUR RESULTS

We tapped into our network of local talent and were able to provide a credible shortlist of experienced local candidates within three weeks.

Over two months, our dedicated research function across Asia delivered regular search reports to the client, highlighting progress and keeping the process moving forward.

Within four months of the initial brief we filled all three roles locally within budget.