

Professional products manufacturer

OUR FUNCTIONAL EXPERTISE



PROCUREMENT



SUPPLY CHAIN



ENGINEERING &
MANUFACTURING



QUALITY &
OPERATIONAL
EXCELLENCE

THE CHALLENGE

Through an existing relationship with the Head of Procurement at a multinational manufacturer of professional products based in China, Proco Associates was asked to support a search for a newly-created role at one of their leading skincare brands, distributing to over 10 markets in Asia and based in Hong Kong.

After experiencing critical issues with forecasting demand and managing inventory, the client needed a Planning Manager with expertise and gravitas to manage external distributors across Asia Pacific.

THE SOLUTION

The ideal candidate would come from the FMCG sector, have experience in demand planning and S&OP, with end-to-end supply chain experience at regional level, the ability to work independently, influence stakeholders and set up processes from scratch.

Thanks to our network, research and commitment, seven candidates were shortlisted and within four weeks the client made an offer. Unfortunately, after several rounds of negotiation, the candidate's salary expectations were above budget.

We then identified another strong candidate who accepted the position.

OUR RESULTS

In just two weeks, we demonstrated our understanding of the role, the quality of our network in Hong Kong and our commitment to deliver to a tight deadline.

This client has since approached us to work on other new vacancies in procurement, manufacturing and supply chain.