



## Case Study #1452

### General Manager and Site Head

#### *Search Metrics:*

- 9 - Total candidates presented
- 3 - Interviews
- 115 - Days until search completed

#### *Client:*

Prestige Scientific was chosen by a global PreClinical Contract Organization to conduct a General Manager and Site Head search for a critical location.

#### *Objectives:*

- Streamline to continuously drive efficiency, improvement, and communication across the 6 member project management group.
- Reduce expenses and contain costs with a \$25MM revenue budget by reviewing the P+L to know the costs and services.
- Empower a Management Team by revisiting SOPs and conducting root cause analysis.

#### *Prestige Solution:*

- ✓ Onsite visit to conduct full needs analysis
- ✓ Implement the Prestige Performance Search methodology
- ✓ Develop unique Performance Profile describing objectives of role
- ✓ Selectively introduce profile directly to target audience
- ✓ Dedicated search until completion