CLIENT CASE STUDY

ComputerLand UK PLC

The Client

ComputerLand UK PLC focuses on providing organisations with essential IT services that will improve business productivity, increase quality of IT service and reduce IT costs.

Their products and services enable clients to improve the acquisition, implementation, management and support of essential IT infrastructure.

The Situation

The main board had remained unchanged for a number of years and the Chairman and CEO wanted to revitalise the business with new vision and leadership.

It was decided to recruit a Managed Services Sales Director and to create a new role of Services Director and to add another Non-Executive Director to the board.

The Solution

Charlotte James Associates was retained to search for all three positions.

For the Sales Director position, a candidate from a larger company specialising in Managed Services was required to bring experience, contacts and to drive the business further down the line of the recent O2 Managed Services win.

Similarly, the new Services Director needed to have a larger company background but must also possess the necessary experience across all of the ComputerLand Services. This was also a people-management challenge as this person would be in charge of the majority of the company's staff.

The new Non-Executive Director needed gravitas and excellent city contacts and experience; a background in dealing with investors, brokers and financial institutions.

The Result

Charlotte James Associates scoured the market not only looking for the right individuals for each of the roles but also making sure that they could all work together towards a common goal.

Ordinarily we would present an agreed number of candidates for each shortlist, but because of our detailed knowledge of ComputerLand and their business, we presented one candidate for each of the Sales Director and Services Director roles and both were hired.

We presented two candidates for the Non-Executive Director role and one candidate was thought perfect and was hired.