

## RPO Case Study:

**Client A:** Automotive OEM

**Client B:** Automotive Tier 1 Company

**Office:** Antal Pune

**Contact:** Kavya Chandwani (Nagesh Joshi office)



### How were the clients originally sourced?

**Client A:** I googled about the OEM's in Pune and came across this client. Realized that we have not worked with them yet and can be a potential client. The first person I spoke to from this organization was the MD. Since then I was chasing the client for over 2 years and finally got this RPO from them in 2021.

**Client B:** Post covid when we were trying to get in new clients, this was one client which fell on my way to work. Fortunately one of the candidates I was in touch with joined this organization as the MD & country Manager. We started supporting them on roles and looking at our performance and commitment, they agreed upon giving us the RPO.

### What is the deal with the clients?

**Client A:** We have signed an RPO with them, supporting their plant requirements.

**Client B:** We are supporting them for all the requirements.

For both the clients, Antal is the only partner supporting them for the recruitment needs.

### How many placements have been made?

**Client A:** We discussed about 70 positions and have closed all 70 of them.

**Client B:** 70+ positions shared, closed almost 40+ of them, still working

### How many Antal offices are involved in the project?

**Client A** - Only Antal Pune, where we hired 2 dedicated team members for this project.

**Client B** - Antal Pune and Antal Jaipur



### **One main highlight of the project to date?**

Got a chance to try something that Antal Pune never done before. Also, both the projects helped us get good visibility in the market with the help of our PR team.

### **One challenge overcome?**

With no prior experience of working for RPO, today we have 2 RPO's ongoing and looking ahead to many more successful projects.

Special thanks to the entire team lead by Kavya Chandwani in Pune under the guidance of Nagesh Joshi.

### **Source:**

Case study December 2021 – projects led by Kavya Chandwani in Pune, India under the guidance of Managing Partner, Nagesh Joshi.

