

## Working together, against the clock...

Being part of the Antal Network has many advantages. One of which is the opportunity to join forces with other Antal offices, combined efforts and service clients at breakneck speeds. This scenario details how we go about this, the decision-making process and the outcome...

### Penny Simpson's perspective, Managing Partner, Antal London:

I have a long-standing relationship with my client, and they asked me to help them on a role which was outside my niche of IT – they were urgently looking for a Regional Marketing Manager with a Sustainability focus.

I was in no doubt that on my own, I would not realistically deliver the right person to my client. The client was working to a short time frame and the role was not exclusive, I would also be working against the other recruitment agencies.

So, rather than network for candidates in a niche where I would be starting from scratch, I decided to join forces with one of our other Antal offices.

### Gareth Stoten's perspective, Managing Partner, Antal Tunbridge Wells:

Where possible, I am always open and happy to connect with other Antal offices and in particular this role of a Regional Marketing Manager with a sustainability focus was right up my street.

I was able to fast forward the process as I had recently built pipelines and shortlisted a number of candidates for similar roles. I quickly added relevant candidates focussing on their competitors, and reconnected and presented the new offering to the small pool of pre-selected candidates. With our discipline and sector expertise, contacts understood the proposal and were happy to listen to the job offering. They were keen to be presented to the client. I was able to share these with Penny and the client the next day.

### Outcome:

Fortunately, the client was fully committed to the recruitment process, they reviewed and interviewed candidates that week. The client offered the job to the person they felt was the best fit to the team.

### Gareth Stoten's perspective:

By working with Penny, I was able to rapidly surmise exactly what the client was looking for. This saved a lot of time and enabled me to efficiently select the highly targeted shortlist for the role. I was pleased to have collaborated and partnered with Penny on this mission.

### Penny Simpson's perspective:

I was delighted, as was the candidate and my client. Working with Gareth was a dream, he is a true professional, he filled the role within one week and I invoiced the client immediately.

### Result!

