



CUSTOMER SUCCESS
Regional Finance Controller-
APAC Region

Antal International Network

HOW PERFORMANCE BUILDS TRUST

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THE CLIENT

- This Group is a recognized worldwide leader specialised in products and services linked to the transport and distribution of electricity as well as systems, safety equipment and associated tools.
- The Indian turnover is INR 2 Billion approximately and the Global Turnover stands at 500 Million Euros
- This Group is present in 24 countries and sells products in 170 countries with over 3200 employees.

THE ROLE

Regional Finance Controller- APAC Region
(1 Position)



THE ASK

- The client wanted to close the role in one month.
- The role was already in the market before it came to us.
- Client wanted a person with more than 20 years of experience in handling India and Global Finance Operations

URGENCY

The role was already in the market for a few months before it came to us and the client wanted an immediate joiner.



HIRING STRATEGY

Searching employment boards, posting jobs on professional websites, and contacting professional networking groups.

Highlighting the USP of the role to attract people looking to diversify their career.

Creating a checklist to ensure we get the right match as per Client's wishlist.

BEING AGILE

Two levels of inhouse screening were done for each presented candidate including a VC with the Managing Partner to gauge candidate presentation, skillsets and fitment to the role in question.



INTERVIEW PROCESS

A well defined interview process which lasted four weeks, covering technical, leadership, culture, people fit assessment, motivation and goals as well as the director round before moving on to the HR and regional head rounds

KEY METRICS



CLIENT END CHALLENGES

Industry Specific

Location Specific

Immediate Joiner

Education (MBA – Finance Only)

CANDIDATE END CHALLENGES

- Getting Clarity on Travel Requirement by Client.

TOUCH POINTS

The candidate was kept engaged through conversations, exchange of knowledge, industry insights, and was in contact with both, the recruiter and client as required with proper briefing and guidance at each stage.



THE OUTCOME

5 CV's shared, 4 Interviewed , 2 Candidates shortlisted – out of which 1 was offered and had joined

The client was satisfied with the speed and precision of delivery.

KEY LEARNINGS

- Presence of the Recruiting Senior at each stage of client interview helped in providing proper feedback to all candidates and in guiding them for the subsequent rounds with the client.
- Delivery of the assignment within a specific timeline set by the client which was successfully managed.



WHY SHOULD YOU WORK WITH US?

- If you want to take the guessing game out of your hiring cycle.
- If you want realistic advice on the market realities and talent landscape.
- If you believe that talent is an organization wide conversation.
- If you want to achieve your business plan.

ABOUT ANTAL Gurgaon

Our office on Sohna Road, Gurgaon strives to serve their clients with unparalleled service in the form of exceptional placements in almost all industry sectors in the areas of Finance & Accounting including all allied domains, IT Leadership and General Management.

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