

Achieved 250% ROI Growth by Leveraging Expertise in Multi-Domain Recruitment



Client Profile

The client is an expert consultant team that offers comprehensive international recruitment services across diverse domains, including automotive, cybersecurity, defense, aerospace, and more, both in the UK and internationally.

Business Challenges

Prior to partnering with QX, the client had worked with another recruitment service provider. Dissatisfied with their services, they began seeking a new offshore recruitment company capable of assisting them with **technical recruitment across different sectors globally**, while keeping the cost of services at a lower level and maximizing revenue generation.

Objective of Client:

- ▶ Reduce Cost
- ▶ Maximize Revenue Generation

Solution

- ▶ From the beginning of the collaboration (June 2021), QX was successful in exceeding the client's initial expectations by **enhancing their ROI by 250%**.
- ▶ QX's expertise in **multi-domain** recruitment and market knowledge played a crucial role in helping the client generate revenue across diverse sectors like IT, engineering, non-IT, support, finance and effectively addressed challenging roles requiring varying security clearance levels.
- ▶ QX also assisted in identifying candidates exclusively available on specific **job boards across the world**, facilitating the closure of high-value deals for the client.
- ▶ Moreover, QX is also **supporting the client's Indian operations** by sharing insights related to domestic market research.

Results Delivered

- ▶ QX played a pivotal role in facilitating the client's achievement of a **2.5X increase in revenue** through both contract and permanent placements.
- ▶ Consistently achieved an average of **five offers per month**, showcasing a robust track record.