

CASE STUDY



Achieved 225% 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, Finance, Engineering, professional services, 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
- ▶ Leverage multi-domain expertise to unlock market potential.

Solution

- ▶ From the beginning of the collaboration (2021), QX was successful in exceeding the client's initial expectations by **enhancing their ROI by 225%**.
- ▶ 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.
- ▶ QX has successfully placed candidates across various roles including **HVAC Engineers, Electricians, Plumbers, Gas Engineers, Maintenance Technicians, Assemblers, Cleaners, Helpdesk Admins**, and more.

Results Delivered

- ▶ QX helped the client achieve an average of **five offers per month**, with 2 offers per recruiter specifically in engineering roles.
- ▶ Played a key role in driving a **225% increase** in revenue through both contract and permanent placements.
- ▶ Delivered consistent ROI since 2021: **145%** in year one, **208%** in 2023, and **168%** in 2024, despite market challenges. This was driven by high-value placements and cost-efficient offshore support.