



CIEL HR

CASE STUDY





Background

Our client is one of the leading multinational paints manufacturers in India. The company is engaged in the business of manufacturing, selling and distributing paints, coatings and providing related services. They required support to manage their channel sales folks.

Challenge

The client was suffering because of the unorganised way of managing essential documents which made invoice processing, reimbursements and payroll a cumbersome task. This had an adverse impact on the motivation and engagement levels of their temp workers as well. Moreover, this also entailed revenue leakages for the client.

Solution

With technologically advanced tools such as a robust and customized invoicing system, employee lifecycle and payroll management system, CIEL was able to create proper and updated reports for each employee. CIEL assigned a dedicated team to organise the unorganised paperwork and set the proper documentation in place. CIEL's team prepared the custom invoicing process even before the start of the assignment to have a seamless and agile delivery of services

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Business Benefits

CIEL helped set up a structured system in place with proper checks and balances and thus making the system more transparent and secure. With timely disbursement of salaries, CIEL further reduced the time to resolve depute queries and increased the satisfaction levels of the stakeholders, boosting the productivity of the client and the Employer brand

Illustrative List of Roles Filled:

- Direct Sales Representative
- Colour Consultant
- Direct Sales Officer
- Team Leader
- Sales Associate

