



CIELTM

HR inspired by science



Case Study

BACKGROUND

One of Asia's leading distributed energy companies which provides clean energy to its clients by setting up both on-site solar projects and off-site solar farms were looking to hire. With projects in India and around the world, they were looking for resources in their off-shore locations.

CHALLENGE

The challenge was to source people locally in Europe, Middle East and South East Asia to handle international clients. The client wanted the candidates to be well versed with their native language and also keep in pace with the cultural aspects of their international clients.





SOLUTION

CIEL's expertise in hiring the right candidates and providing services in a timely manner helped the client meet their project schedule. The dedicated team of CIEL used various methods of sourcing candidates from social media hiring, foreign campus connects and the traditional sources of attracting talent.

The advertisement on social media helped spread the word and through the protracted efforts over a period of months, we were able to hand-pick talent from various foreign universities in the regions.

BUSINESS BENEFITS

CIEL's approach was successful in attracting the right pool of candidates and this helped build a trust with the client. The online screening carried out by us was objective and deep. CIEL's delivery capability in foreign markets were further strengthened by this assignment.

ILLUSTRATIVE LIST OF FULL-TIME ROLES FILLED:

- Sales Consultants (Expat Students)
 - Sales Consultant (Local Talent)
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