

# Post Project Report

CLIENT NAME

PROJECT NAME

**INTERNATIONAL BUSINESS DEVELOPMENT MANAGER  
INTERNATIONAL BUSINESS DEVELOPMENT DIRECTOR**

## Synopsis

Following the successful conclusion of this recruitment project please find our post-project summary which aims to give you an insight to the process through our lens, and highlight some of the recruitment MI we feel would be insightful.

We were engaged to source two roles within the commercial function;  
International Business Development Manager  
International Business Development Director

We successfully sourced candidates for both search mandates, with expected start dates in October 2024.

### EXECUTIVE SEARCH PARTNER



MARK ETHERINGTON  
HEAD OF RECRUITMENT

CONNECT: 

# Combined Search Statistics

# Salary Ranges



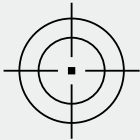
PROFILES IDENTIFIED

**485**



CANDIDATES SPOKEN TO

**85**



DIRECT APPROACHES MADE

**137**



COMPETENCY INTERVIEWS CONDUCTED

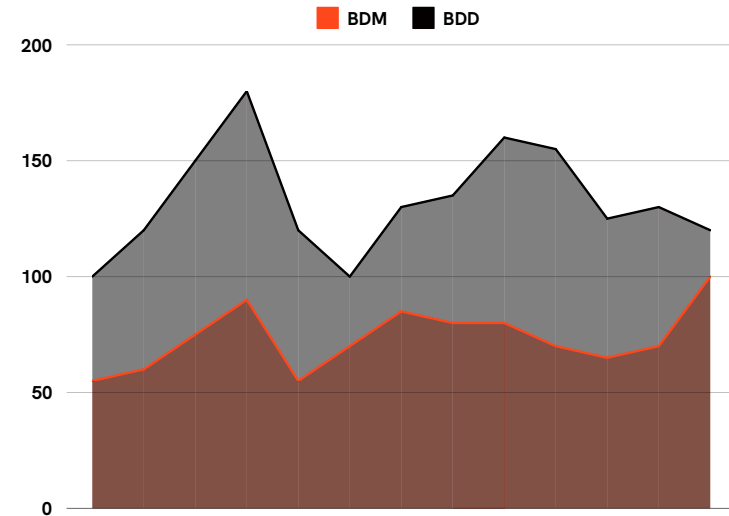
**53**



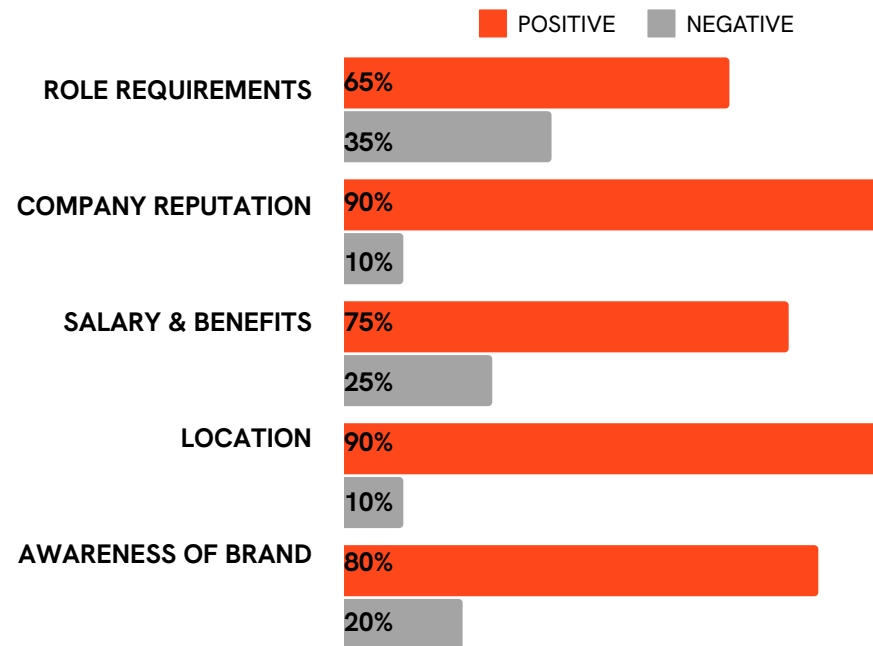
CANDIDATES SUBMITTED

**9**

81% OF CANDIDATES SPOKEN TO WERE INTERESTED IN WORKING FOR COMPANY NAME.

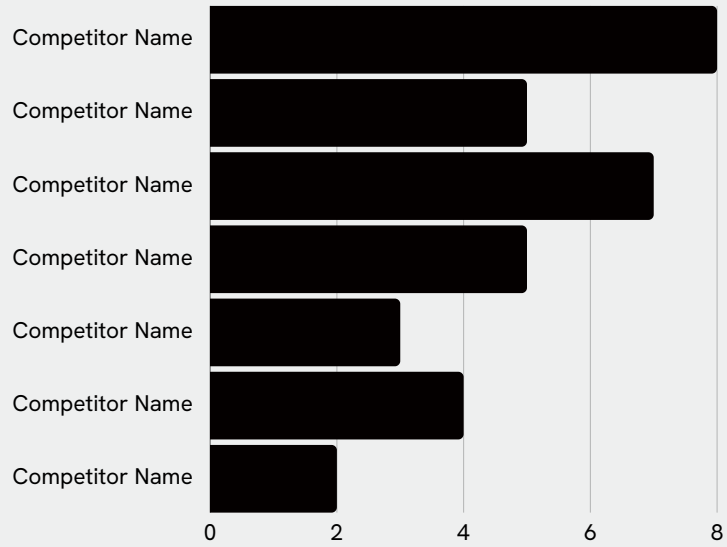


# Market Feedback

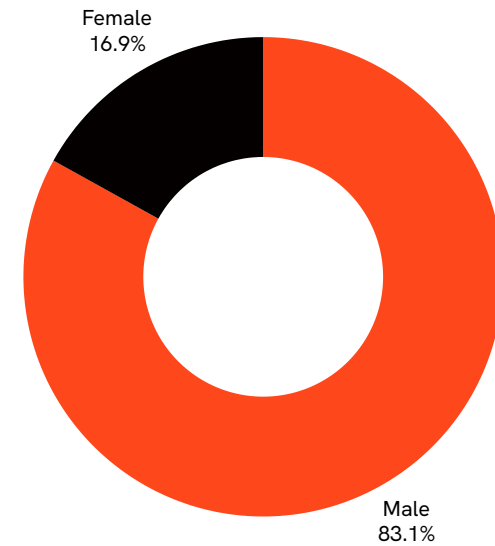


# Search Statistics

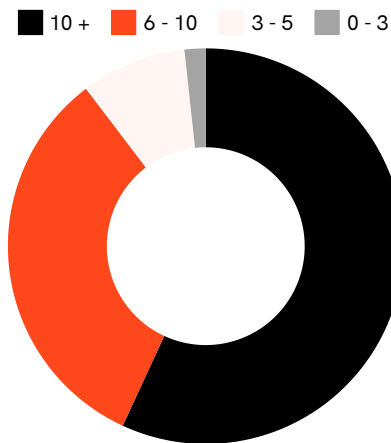
## COMPANIES APPROACHED



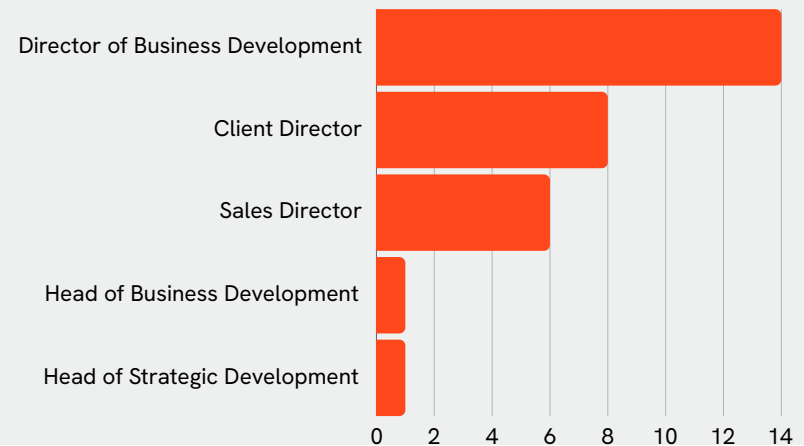
## GENDER DIVERSITY OF CONTACTED CANDIDATES



## YEARS OF EXPERIENCE



## JOB TITLES OF TARGETS



# Process Timeline

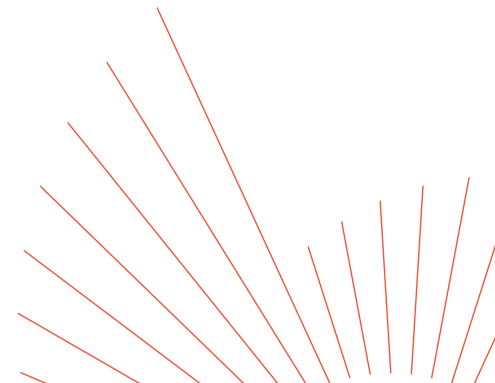
Task	7th June	12th June	18th June	18th June	1st July	8th July	16th July	19th July	7th October
Terms sign off	█								
Job Briefing Call		█							
Initial Candidate Shortlist Shared			█						
Client Feedback				█					
1st Stage interviews					█				
2nd Stage Interviews						█			
Offer Made							█		
Offer Letter Received								█	
Start Date									█

# Conclusion



- Our aim is to add as much value to your recruitment process as possible, we have filled both roles, and relayed (hopefully) useful market intel.
- Your responsiveness and decisiveness throughout the process has helped maintain momentum and engagement of candidates.
- Both applicants spoke very highly about your interview process.
- There is a finite number of relevant people for these types of specialist roles, our data shows that we have made contact with a significant number of these people, in a very short timeframe.
- We will continue to support the successful candidates, through to their start date and onboarding process.

If you have any questions, or would like to discuss our data, please do not hesitate to contact me.





EXECUTIVE  
NETWORK  
GROUP

**HSE**  
RECRUITMENT NETWORK



**Technical  
Network**

## OUR EXPERTISE

- SENIOR COMMERCIAL APPOINTMENTS
- SENIOR HR APPOINTMENTS
- CENTRAL FUNCTIONS

## CONTACT US

### MARK ETHERINGTON

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### HEAD OFFICE

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