



## EXPANDING SERVICES TO SUPPORT **ADDITIONAL BUSINESS UNITS**

### **CLIENT PROFILE**

An automotive company

### **CHALLENGE**

Quickly fill specialty roles for client's business unit that had not historically utilized our MSP program

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Despite having a strong, fourteen-year managed services program (MSP) with our automotive client, one of their business units had not been utilizing Allegis Global Solutions (AGS) to support their contingent hiring needs. However, when presented with the opportunity to engage the business to quickly fill brand concierge and curation manager roles for a grand opening of a new showroom in New York City, AGS devoted our efforts to understanding the division's specific business needs and distinguishing ourselves as a partner.

### **SOLUTION**

In order to assess and accommodate the business unit's needs at a personnel level, AGS facilitated a conference call with key management, including our client's human recourse business partner, assistant manager, brand strategy, and implementation, to assess hiring needs and determine the best course of action.

Our teams met with hiring managers to build relationships and answer questions, and identified and engaged strategic suppliers prior to posting requisitions to ensure their ability to support the unique skillsets provided.

From there, AGS utilized numerous tools and best practices to ensure the fulfillment of roles, including using market analytics to benchmark rates against the standard of living in New York, creating job classifications and loading them into the vendor management system (VMS), and obtaining appropriate approvals and release requests to suppliers. Once the requisitions had been distributed, AGS worked to communicate a firm timeline and next steps for both managers and suppliers, updated the supply base team with position information and resume feedback on a weekly basis, scheduled more than 15



skillset validations, educated manager on onboarding procedures, and coordinate with suppliers to extended offers to qualified candidates.

## THE RESULTS

With the collaboration between AGS, our client, and the suppliers, we were able to successfully fill all seven brand concierge and curation manager positions before the showroom's grand opening. Once all the positions were filled, AGS also coordinated an inperson supplier visit to the new showroom to help gain a better understanding of the business unit moving forward. Ultimately, this specific instance has encouraged other managers from our client's subject to utilize the AGS MSP program to support their contract labor needs.

## RESULTS

- Filled all seven showroom positions before its grand opening
- Ensured future MSP engagement from clients business unit



### ABOUT ALLEGIS GLOBAL SOLUTIONS

Allegis Global Solutions is founded on a culture that is passionate about transforming the way the world acquires talent by delivering client-focused solutions that make a difference for businesses worldwide.