

MLA Solutions Practice Group

Case Study

CLIENT:

A multinational financial services firm operating in the high-stakes reinsurance sector

PROBLEM:

Our client, which employs 43,000 people around the globe, needed a contract attorney in its labor and employment legal department. They wanted higher caliber candidates for a contract attorney position over what they were seeing by other methods of recruiting.

SOLUTION:

Major, Lindsey & Africa's Solutions Practice Group (SPG) engaged with the client to understand the specific need – and why they were unhappy with the candidates they had previously interviewed. From there, we were able to tap into our network in the client's geographical area, screening for and identifying candidates who met the narrowly tailored requirements for this job. Three qualified labor and employment attorneys were identified and presented as candidates.

SUCCESS:

A contract attorney was hired very quickly and continues to work with the company. In addition, we were able to source a corporate paralegal for the same department who became a permanent hire. In total, we have helped fill four legal positions with this client in less than a year.

CATEGORY:

Transactional