

RECBOUND

7 THINGS YOUR CASE STUDIES MUST CONTAIN FOR RECRUITERS ONLY



THE HEADLINE

- ✓ Highlight the key outcome or benefit
- ✓ Be specific and quantifiable
- ✓ Target the intended audience
- ✓ Use action words
- ✓ Keep it concise

EXAMPLES

SUPPORTING FINTECHS WITH TALENT AND HIRING SOLUTIONS

How Client Name hired a team of 14 contractors in just 9 days

TRANSFORMING HIRING PROCESSES IN HEALTHCARE

How Your Agency reduced time-to-hire by 76%

SPENDING TOO MUCH ON RECRUITMENT FEES

This is how we saved £2m per year on fees for Client Name



OVERVIEW OF THE CLIENT

- ✓ Include basic information like industry, key facts, locations
- ✓ Highlight their overall business goals
- ✓ Consider their mission and vision
- ✓ Keep it concise
- ✓ Never paint them negatively

EXAMPLE ABOUT THE CLIENT



1000 employees



3m customers



Leading challenger bank



46% growth in 12 months



£150m revenue



Multi-award winning

WHAT WAS THE CHALLENGE?

- ✓ Be specific with the challenges
- ✓ Use facts and data where possible
- ✓ Link any challenges to their goals
- ✓ Keep it concise
- ✓ Make it relevant to hiring



EXAMPLE THE CHALLENGE

THE CLIENT needed to hire 12 people in a 2-month period. They were challenged by:



Specialist talent required



Little expertise in internal talent team



Lack of resources to hire quickly



Urgent need after winning a new project

THE SOLUTION YOU OFFERED

- ✓ You may think it's obvious, but it isn't always clear
- ✓ Use methodologies and approaches
- ✓ Link the solution to the challenges
- ✓ Keep it concise
- ✓ Explain any long-term benefits from the solution



EXAMPLES THE SOLUTION

Through a partnership with THE CLIENT and our hiring solution, we were able to deliver

-  Dedicated team of onshore recruiters
-  Access to our network of 1000 relevant candidates
-  Priority speed
-  Process improvement that allowed all candidates to be pre-screened without the need for hiring managers

THE SOLUTION TANGIBLE OUTCOMES

- ✓ Use measurable results
- ✓ Talk about the number of hires
- ✓ Include the hires that you made
- ✓ Discuss the timeframes
- ✓ Link it back to any challenges



EXAMPLE THE RESULTS

Hired 12 people in the business across including:
JOBTITLES GO HERE

-  £60k savings on normal fees
-  Reduced time to hire to 3 weeks
-  All candidates remained for the duration of the contract
-  412 internal hours saved through outsourcing

THE QUOTE

- ✓ It's always better to be genuine
- ✓ Include a picture and a title
- ✓ They should mention key points
- ✓ Highlight an outcome that they are delighted with
- ✓ It should be impactful

EXAMPLE



"The results speak for themselves. We've not only seen an entire team put together very quickly – but also each member of the team has had such a positive impact for our business. This round of hiring didn't just meet our expectations—it exceeded them. The team at Your Company made all the difference."

RICH GIBBARD, DIRECTOR, RECBOUND



THE CTA (CALL TO ACTION)

- ✓ Be clear and direct
- ✓ Link it to the case study
- ✓ Be action-focused

EXAMPLE

BUILD A TEAM OF EXPERTS QUICKLY

Book a consultation

REDUCE YOUR SPEND ON FEES

Get in touch today

DON'T HAVE THE TIME TO HIRE?

Get started now



AN EXAMPLE ON THE NEXT PAGE



SUPPORTING YOUR SECTOR WITH TALENT AND HIRING SOLUTIONS

How we've helped THE CLIENT to hire 12 experts in 2 months.

ABOUT THE CLIENT

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