

Case Study

Name : Sarah Bailey

Job Role : HR Director

Company : NetIQ



“ I came across Acumin from previous companies I had worked for. They have always been spoken very highly of by my colleagues and directors. ”

Acumin Consulting are NetIQ's preferred agency for recruitment, working with Sarah Bailey, HR Director to fulfil a number of roles including Enterprise Sales Management, SI Partner Management, and Director level roles.

Speaking of why she chose Acumin, Sarah says: "I came across Acumin from previous companies I had worked for. They have always been spoken very highly of by my colleagues and directors and so as soon as I came to NetIQ I made contact with them." She continues "I liked the level of

Outline of Case Study:

- Acumin has worked with Sarah Bailey, Director of HR, NetIQ for several years.
- Acumin are NetIQ's preferred supplier for recruitment services.
- Sarah uses Acumin for their specialist knowledge, quality of candidates/CV's and the level of understanding they demonstrate.

responsiveness you get, their knowledge of the marketplace, and the quality CVs - you get well qualified, targeted candidates. Acumin really know and properly qualify their candidates.”

When asked what she liked about Acumin over other services, Sarah said “Not only are they [Acumin] very helpful and friendly, they have a good understanding of their marketplace and even more importantly, a good understanding of how to work with me.”

“ I liked the level of responsiveness you get... Acumin really know & properly qualify their candidates. ”

Acumin has worked for Sarah on a number of job roles and has most recently placed a European Head of Marketing. Acumin presented a number of very highly regarded candidates in the market. This was to be a tough hire - despite the role being primarily UK/EMEA based, the US Executives were very involved, as was the VP of EMEA. After a comprehensive search Acumin presented a final candidate for the role - she went through an in-depth interview process, resulting in an offer and acceptance. Although relationships were also built with other key contacts at NetIQ during this process, Sarah remained the main point of contact throughout for Acumin.

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Sarah says of her experiences of working with Acumin so far: "I would definitely recommend Acumin for their specialist knowledge of the market, the quality of CV's that you will receive, and their overall knowledge of their candidates."

Acumin Consulting are renowned for their specialist knowledge of the Risk Management market place - including data protection, information security and storage.

For more information about Acumin's services please call +1 212-710-1338 or e-mail us : info@acuminconsulting.com

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