

# Case Study

**The Client:** The Oxford Group  
**Industry:** Management Training  
**Requirement:** Bid Specialists



## The Client

The Oxford Group is a bespoke management training provider driven by a passion for helping organisations get the best from their people. Since 1987 they have been unleashing hidden talent and successfully managing businesses through times of change. Their success is based on delivering business impact to their clients; working as a global partner to the world's leading and most respected organisations; and operating as a global business with local understanding.

## Our Experience

Throughout 2015, Nina and Ben developed a strong working relationship, culminating in the engagement to source a Bid Executive to join Nina's team on a permanent basis. Due to the consistent dialogue, Ben understood what skills were required, as well as what character would fit in with the team.

Through use of our Salary Survey, Ben provided Nina with guidance on how to attract the best candidates in a traditionally challenging geographical location. Given the specificity of the requirement and desire to find someone at a particular point in their career, Ben delivered a targeted shortlist of prescreened candidates that were both eager to work for The Oxford Group and capable of hitting the ground running.

With a clearly defined interview process and a commitment to hire, it only took 8 weeks from the initial brief to the candidate's first day. Having recruited an experienced and creative Bid Executive, Bid Solutions looks forward to further strengthening the relationship with The Oxford Group, providing support and advice where needed.

*"Nina provided me with a great understanding of what she wanted from candidates and how they would fit in with the business. It was important to keep the CVs as relevant as possible – quality was definitely paramount to quantity."*

**Ben Hannon**, Recruitment Director at Bid Solutions

### Client Testimonial

*"Bid Solutions was very responsive and put forward good quality candidates. They gave me sound advice in terms of where to pitch the role and Ben was a pleasure to work with - thank you."*

**Nina Griffiths**, Marketing Director at The Oxford Group

Bid Solutions is the leading provider of bid and proposal professionals – we connect winners. Our team is APMP certified so we understand your complex bid and proposal process, and the demands it puts upon your business. Whether you are looking to improve your win-rate or develop a winning career, we have the people and opportunities.