



Curran Daly
+ Associates
EXECUTIVE RECRUITMENT FIRM

Country manager for a global technology-driven digital talent and media company

THE BACKGROUND

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Our client was looking to grow their Vietnam operation, believing they needed a highly motivated professional to seize the notable opportunity in both the local and regional markets.

The Country Manager of their Singapore operation, a former candidate of Curran Daly, reached out to request a discussion. This was followed by the submission of a proposal, and Curran Daly were appointed to lead the search on a retained basis.

THE PROCESS

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As a first step Curran Daly held discussions with the key decision makers to discuss specifics of the role, and establish both short and long term goals for the Vietnam operation.

An extensive search of the market was undertaken which targeted senior level multi-lingual Vietnamese candidates with a background in marketing and media, and relevant regional expertise.

This resulted in an initial long list of 60 profiles, and following a considerable screening and interview process a shortlist of 4 candidates were recommended for further consideration.

The client decided to undertake interviews with 2 of those shortlisted.

THE OUTCOME

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The client was particularly impressed with 1 of the recommended candidates, who proceeded to meet with a number of their senior stakeholders across the region.

An offer was submitted and accepted, with the candidate, who was between jobs at the time, able to commence in the role with immediate effect.