

CEO/ED for Reputed Developer

The client:

A well-known Mumbai - based organization in Real Estate Development and Retail The enterprise is one of the key players in real estate market and is known to be committed to delivering excellence in construction and building structures.

Location: Mumbai

Hiring need:

The client was seeking to fill a top position of a dynamic CEO with Finance background. The move was a strong indication that the enterprise was preparing for an IPO.

The situation:

The client had recently embarked on large scale projects and had built a top- notch leadership team for various functions. Forecasting an encouraging trajectory, the management visionaries were seeking to hire a CEO who came with relevant experience and zealous energy. They were looking for a talent who could leverage the promising conditions, enhance growth and radically transforming the realty domain. The role demanded that the resource hired have a proven track record of contribution towards business growth.

The ideal candidate had to demonstrate marketing capabilities to forge long term associations with Global Funds Ventures and leading banks with astute skills in business management. It was therefore necessary that the talent had to be finance oriented and possess a thorough exposure to real estate business.

The vital interface:

The search began with the need to hire a resource who could match the management expertise and foresight. The potential talent with his in-depth exposure to realty sector had to draw upon his leadership skills to optimize peak performance of the organization.

Through our extended reach and an excellent database of notable stars of the industry, See & Recruit mobilized talent pool with exceptional leadership qualities predominantly from Real Estate sector.

Within a short span of time, we presented a list of candidates to the client with a thought reasoning of their strengths and fitment for the role. However, during the search, See & Recruit also evaluated talent pool from other industries that fitted client's hiring need.

The right fit:

See & Recruit team impressed upon their client to set sights on other the industry segments and expand search criteria.

We had already done a thorough research on one specific candidate we had recommended. The role was in line with candidate's career aspiration to move from Group CFO to CEO.



Having entrusted See and Recruit with the assignment, the client had faith in our selection methods. The client agreed to meet one candidate outside Real Estate industry. The deal was sealed within a week of short listing this talent which is unprecedented in top level recruitment.

Key Success Factor

As See & Recruit, we are extremely conscious of ensuring culture fitment and in this placement it was well tested.

