

## CASE STUDY

# 'BULLSEYE' WITH SYSTEMS ENGINEER FOR IT SERVICES FIRM

## THE CLIENT

An IT Services firm that provides a wide range of services and IT solutions for organizations across New England and has been successfully growing its footprint over the past 25 years.

## THE ROLE

A junior Network Engineer that was professional onsite with clients, willing to travel daily, and had a background in consulting around IT challenges. (A 'Level 2' or above in 'Nerf skills' was an added bonus)

## THE CHALLENGE

The client came to us frustrated with the lack of precision on candidates submitted from a more traditional 'IT focused' recruiting firm. We felt the role was straightforward and was simply a matter of going out and finding the correct candidate as opposed to 'sending over any resume.'

## HOW #TWICEASNICE PARTNERED

After a thorough intake we set out to cold contact passive candidates as well as aggressively advertise the specific opportunity. We also thoroughly walked through the intense interview process for each candidate to prepare them for a different experience and to ensure they did not feel like the process was 'going poorly.'

## #TWICEASNICE RESULTS

Six found-just-for-them candidates were submitted - the first submittals just 4 days after our intake and the actual hire was hired just one week after she was submitted.

## WE'D LIKE TO PARTNER WITH YOU

We help our clients save money and hire better with our custom-built searches, 9.9% fee, and 18-month guarantee. If you need to find a partner to work on your searches, [contact us](#).

## From the Client Manager

It took three submittals for us to help the client home in on what they were exactly looking for in this search. After that process, they hired the 'right one' in under a week of our submittal.

Sam Reilley  
Client Manager



**Region**  
New England



**Industry**  
IT Services



**Role**  
Systems/Network Engineer



**#twiceasnice Savings**  
\$6,000



**Placement Guarantee**  
18-months