

CASE STUDY

LOGICALLY, LOGISTICS COMPANY NEEDED A SR. VP OF LOGISTICS

THE CLIENT

A well-known national transportation and logistics company located in the Midwest that needed a nationwide search for the perfect candidate that was willing to relocate.

THE ROLE

The Senior Vice President of Logistics not only had to have logistics and senior management experience, the position required a candidate that has the ability to effectively manage employees located throughout the country.

THE CHALLENGE

This was a confidential search – always a delicate matter. The candidates needed to have the prerequisite skills and be willing to relocate without knowing who they would be interviewing with. Finding skilled logistics specialists that were willing to relocate without knowing exactly who they'd be working for was an interesting challenge. Lucky for us (and the future hire) this was an outstanding opportunity that garnered significant interest.

HOW RHODES WOLFE PARTNERED

Even though we were left to use vague ad, a significant amount of interest was generated given the quality of the opportunity and the national footprint of the search. That also allowed us to handpick current Directors and/or VPs that worked for direct competitors and had the skills, experience, and desire to move up to a Senior VP position, even if it meant relocation.

RHODES WOLFE RESULTS

Engaging passive candidates just for this search resulted in 5 extremely qualified candidates shared. The eventual hire was introduced on Day 19. Given our 9.9% fee, we saved the client at least \$20,000 on this high-level confidential search.

WE'D LIKE TO PARTNER WITH YOU

We help our clients get talent with our focus on alignment through custom-built searches, pay-you-if-the-search-fails guarantee, and 15-month placement backing. If you need a true partner to work on your search, [contact us](#).

From the Search Consultant

There's nothing better than reaching out to passive candidates with an exciting opportunity that will offer professional & financial growth with a stable, successful company. Introducing candidates to potentially life-changing opportunities and helping our clients is rewarding in so many ways.



Region

Midwest



Industry

Logistics



Role

Sr. VP of Logistics



We Pay You!

If we don't fill the role



Placement Guarantee

15-months