



HOW OMEGA USED TALENT MAPPING TO SECURE A CRITICAL SALES ROLE



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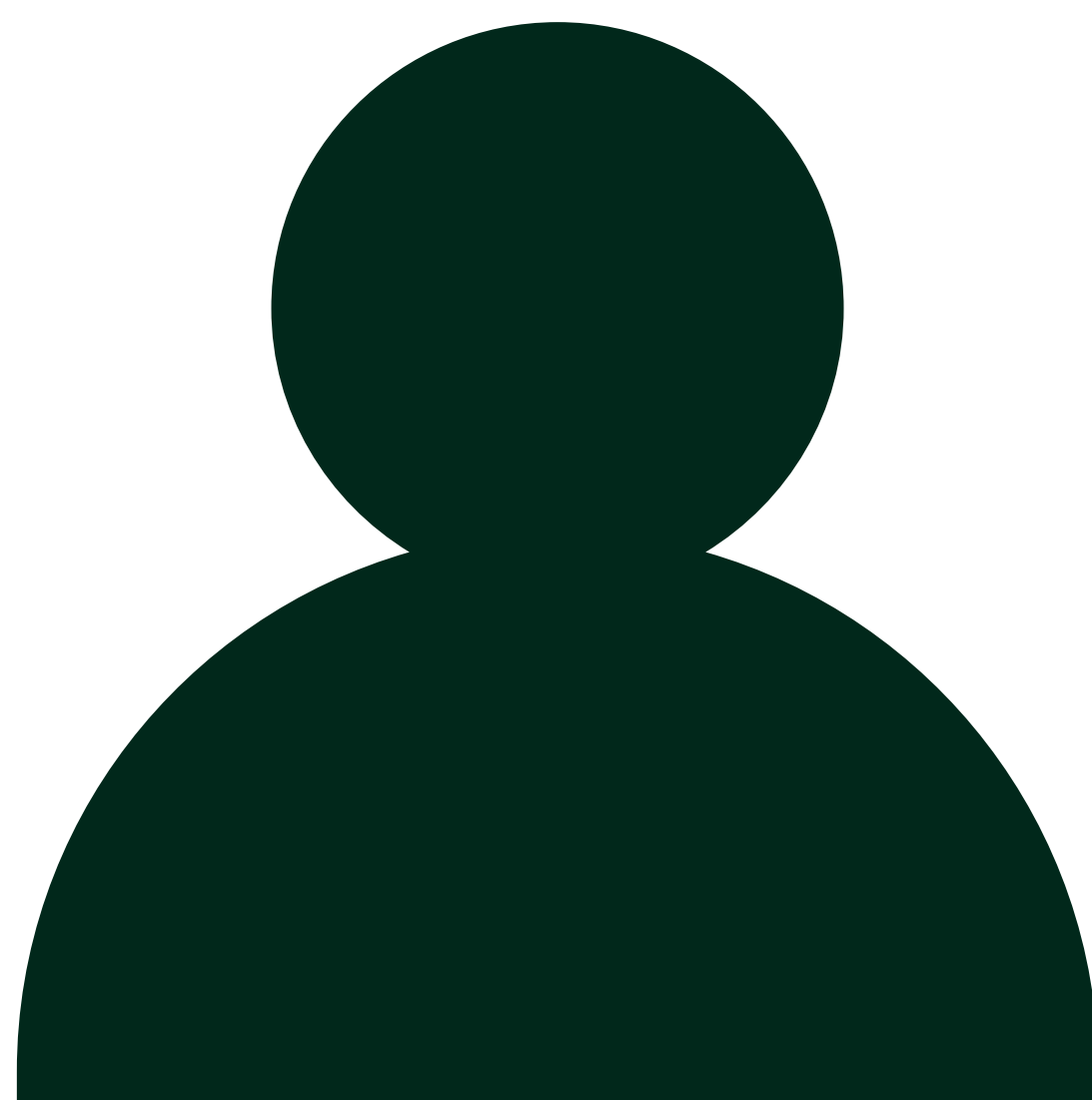
Founded in Scotland in 1987, Omega Diagnostics is a medical diagnostics company focusing on global health, food intolerance, allergy, and now, Covid-19 testing.

Priding themselves on innovative solutions and products, they form strong partnerships with leading research institutions, commercial partners, and NGOs, and are now a global company, with a focus in the Chinese market.

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The Problem

Omega is a company that is committed to growth. In 2019, they needed to replace a role in Europe. This was a confidential sales position for a business critical role that oversaw a large revenue volume so they needed to get the right person in, fast.



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However, with their head office based in Alva, Scotland, they felt they didn't have the relevant information on the job situation in their chosen location.

In addition, they work in a niche industry where talent is usually passive.

Omega realised that they needed more insight into exactly what they needed, what they would have to pay, and what the talent was like on the ground.



The Solution

Omega had worked with Solutions Driven in the past and were aware of our Talent Mapping service.

Talent Mapping provides a detailed report and presentation, backed up by deep industry research, with the information companies need to make decisions.

They reached out and asked us to create a Talent Map on the availability of candidates for this specific role in the European market they needed to hire in.

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When that was completed, Omega engaged the Solutions Driven team to complete the hiring process on their behalf.

"Solutions Driven were very methodical and organised. They took the time to really understand what was required from us before taking action."



*Jag Drewal, Commercial
Director*

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The Solutions Driven team then took the information from the Talent Mapping exercise and used it to carry out the recruitment process.

Using in-depth candidate discovery techniques, the Solutions Driven team presented a longlist of prospective candidates, within the agreed timeframe.

They were then narrowed down into a shortlist.



“The team continually provided us with a professional approach, regular contact, and at the end, a great shortlist of candidates.”



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The Results

6

Candidates

1

Perfect hire

From the shortlist of candidates Jag and his team picked one candidate who was perfect for their requirements.



"We knew from previous experience that Solutions Driven could deliver.

We received superb support throughout and invaluable insights."

"How likely are you to recommend Solutions Driven to a friend or colleague?"

10/10