

How Omega Used
Talent Mapping to Fill
a Critical Sales Role

FILLING A CRITICAL SALES ROLE

THE COMPANY

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.



700
employees



4 Focus
Areas



1 Key
role

THE PROBLEM

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

However, with their head office based in Alva, Scotland, they felt they didn't have the relevant information on the market in their chosen location. In addition, they operate in a niche industry where talent is usually passive.

Omega realised they needed more insight into exactly what they needed, what they'd have to pay, and what 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.

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 Grewal,
Commercial Director

THE SOLUTION

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.



Jag Grewal,
Commercial Director

THE RESULTS



6 candidates



1 hire Right first time

From the shortlist of candidates Jag and his team picked one perfect candidate.



We knew from previous experience that Solutions Driven could deliver. We received superb support throughout and invaluable insights.



Jag Grewal,
Commercial Director

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



10/10

Want to find out more
about how we can
grow your business?

We can help!

Book a free consultation 