

## **Global technology Company**

### **About the Company**

The client is a diversified technology company serving customers and communities with innovative products and services. They produce thousands of imaginative products, and they are a leader in a large number of markets - from healthcare to abrasives adhesives.

### **Problem**

This multi-national giant was working with their previous agency but had some issues in terms of shortlisting candidates, visa's and sales.

### **Solution**

We introduced a more stringent screening process than the previous agency. Conducted first rounds of interviews, and the final round of interviews was conducted by the company at their Head office.

We were able to onboard the selected candidates in less than 15 days, post the documentation completion and the product training session.

We could track the candidate's performance remotely through our smart technology app called 1Channel.

Sales and attendance are tracked by client on a daily, weekly and monthly basis via daily reporting on excel sheet. A weekly schedule & stock issue report are sent to the client on a weekly basis.

Sales review meetings are conducted every month to track the sales & a monthly marketvisit is made by the Account Manager.

### **Results**

We started working with the client since September 2015 in one of their 6 businesses. Now 10 promoters are deployed in UAE (Dubai & Abu Dhabi), Mainly in Ace Stores and Non Ace Stores Such as Lulu, Union Coop. and Carrefour. The client also asked TASC to extend the agreement based on the great and effective work and service that TASC has shown during this period.

## **One of the largest Electronic Provider**

### **About the Company**

This client is the largest retail client that we work with. It contributes to 35% of TASC retail business.

We work with 9 different divisions and have a total strength of 450 field force executives in 4 different countries (UAE & GCC).

### **Problem**

The client approached us in the year 2013, wherein they had a problem with their previous agency and wanted to hire a big number of Field executives in a short span of time.

### **Solution**

TASC was successfully able to hire 230 field executives in a span of 60 days. We were able to onboard the selected candidates in as less as 8 days, post the documentation completion. We hired candidates from 6 different nationalities. Since then TASC has been working closely associated with the electronics giant.

### **Results**

In 2014, the client had a requirement of 20 Arabic field executives. It is when we used our expertise of International hiring and hired these candidates from Egypt. We were able to onboard these candidates in a span of 15 days.

In the year 2015, the client had a problem with their partners in Kuwait. The project was given to us and Kuwait, in spite of being a new territory; we were able to transfer 60 Samsung employees on our visa in 5 days.

## **The world largest Electronics provider in the GCC**

### **About the Company**

The client is a Korean multinational, consumer Electronics Company, which operates its business through five divisions: Home Entertainment, Mobile Communications, Home Appliance, Air Conditioning and Energy Solution and Vehicle Components. Their aim is to provide appliances and devices which feature innovative technology and sleek designs to suit the lifestyle of their customers.

### **Problem**

When this client requires staff, they require the vacancies to be filled urgently and are not usually comfortable with the 1 month waiting period for new joiners to serve notice period with previous employer. The candidates available immediately will not have a great caliber of sales.

### **Solution**

We proposed to our client for overseas hiring where the client personally flies with us to interview the candidates. After a year, when we advised the same to the client, they unfortunately couldn't fly in, thus final interviews were conducted via Skype.

### **Results**

By following the personal method of recruitment, we got the best candidates selling the same brand or its competitors' products in the Philippines which enabled the client to save on training cost and they were able to hire candidates matching up to the client's expectation.

There was thus an Increase in productivity & Sales for the client; Stock issues have been aligned, quality of candidates has been improved, Sales has been tracked well.

## **Global Office products and Industrial solutions provider**

### **About the Company**

The client is a Japanese multinational electronics and electrical equipment company, recognised as a leading brand, synonymous with delivering product innovation and customer satisfaction. It produces quality innovative products for the print and imaging, labelling and sewing markets. Key products include laser printers, Multi-Function Centres (MFCs), fax machines, labellers, label printers, and a wide range of home and industrial sewing machines. A trusted brand worldwide that believes in the “Customer First” approach in all aspects of their business, the multinational has continuously met the varied needs of our customers through our comprehensive range of quality solutions.

### **Problem**

The client had a lot of issues with their old manpower agency which was their distributor as well. Main pain points of the client were inflated sales numbers, promoter control with the distributors and not the brand, false information from promoters, low sales numbers, etc.

### **Solution**

The client requested TASC to onboard staffs in 10 days where our on- demand (bench) staff joined in from the specified date and then TASC started the hiring process which took 13-14 days and all bench staffs were replaced by Brother permanent staffs within 1 month.

### **Results**

This is now a happy client as it has full control over promoters with daily sales reports and attendance tracking via our Channel1 app.

There was thus an Increase in sales for the client; Stock issues have been aligned, quality of candidates has been improved, Sales has been tracking well.