



ORESA
EXECUTIVE SEARCH

Case Study

TEAM BUILDING
for RAPID GROWTH



- **THE BUSINESS**

Our client is a fast-track, publicly traded online fashion business which has experienced phenomenal growth since its inception in 2000. It is renowned for its trend-led womenswear ranges and extensive social media reach. Based in the UK, it has expanded to become a truly international business and has doubled its sales and profits within the last four years.

- **THE CHALLENGE**

At the time of ORESA's involvement, the company was growing exponentially and, as a result of the pace of this expansion, needed individuals with the skills not only to deliver, but also to cope in a rapid growth environment.

The chief executive asked Orlando at ORESA to work directly alongside him in order to shape, upgrade and further develop the teams.

- **THE SOLUTION**

ORES A recruited and placed operating board directors, as well as senior leaders and vertical streams across areas as diverse as marketing, buying, merchandising, creative, editorial, photographic studio, finance, IT and HR.

- **THE RESULTS**

During this period, the company's share price grew by circa £20 per share. Sales grew by 32%, while profit jumped 62%.

The client continues to expand in both the UK and international markets, and has enjoyed a sustained period of impressive growth.

- **CONTACT US**

When you have ambitious growth plans and need the right people to make your vision a reality, please get in touch for a confidential discussion. For a confidential discussion, phone +44 (0) 203 675 1459 or email Orlando Martins at orlando@oresa.co.uk