



ORESA
EXECUTIVE SEARCH

Case Study

SUCCESSFUL TURNAROUND
by NEW LOGISTICS DIRECTOR



- **THE BUSINESS**

Our client is a childrenswear retailer which, in addition to a strong high street presence in the UK, has more than a thousand international stores.

- **THE CHALLENGE**

The business had recently appointed a new Managing Director and was experiencing a difficult period of change and transition. During the crucial pre-Christmas period, 30% of orders dispatched from its warehouse were failing to be delivered on time. ORESA was tasked with finding an individual who could join the organisation as soon as possible and use their expertise to solve the problem quickly.

- **THE SOLUTION**

ORESA used a combination of industry expertise and an executive search service in order to identify and place the right candidate. In-depth knowledge of the supply chain and logistics market was combined with a search methodology tailored to find an interim solution.

- **THE RESULTS**

ORESA placed an interim candidate who had such a positive impact on the business that they were later hired permanently, and remain as part of the senior team today. Since ORESA's involvement, the business has cut its losses dramatically.

- **CONTACT US**

ORESA provides top quality interim managers to cover leaves of absence and other business-critical situations. We also have access to talented, expert consultants who can assist our clients with specific projects. For a confidential discussion, phone +44 (0) 203 675 1459 or email Orlando Martins at orlando@oresa.co.uk