

Recruitment Process Outsourcing

Success Case Study



Client:

America's premier home building company with operations in 60 markets and 28 states. The company has unmatched capacity to meet the needs of all buyer segments through its brand portfolio.

Situation:

Experiencing tremendous growth, our client sought to develop a Lean, efficient, cost-effective recruitment solution and reduce the number of recruitment agencies used nationwide.

Solution:

Based on performance, The RIO Group was chosen as one of three vendors retained to provide dedicated recruitment resources and assigned the exclusive responsibility for supporting the Great Lakes, Southeast and Florida Areas during a period of rapid growth and expansion.

In less than 90 days, we were tasked with developing and dedicating a team of recruiters to support hiring initiatives within all major disciplines (Land, Sales, Construction, Customer Relations, Strategic Marketing, HR and Finance) resulting in 75+ hires annually.

Results:

Filled more than 600 positions (including over 20 key leadership positions) reducing Time-to-Fill and cost-per-hire by 25%, respectively.

In 2009, our client selected The RIO Group as its sole retained vendor. We expanded our relationship to include recruiting professionals across all 9 areas (26 markets) throughout the country.

Since 1997, The RIO Group Partners (who originally founded The Recruiter Academy), have helped thousands of corporate recruitment professionals from over 2500 companies develop innovative, cost-effective recruitment solutions for today's talent-driven marketplace.

For more information, please email info@riogrp.com or call (734) 414-9822.

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