



Case Study



For all Your Information Technology Staffing Needs

Mitchell/Martin Inc.

MMI delivers senior, Wall Street-experienced consultants for critical Fixed Income, Corporate Security, Equities and Asset Management openings

The Client

A pre-eminent worldwide financial institution, this client offers a wide array of banking, investing, asset management and other financial services to individuals and businesses throughout more than 100 countries.

The Challenge

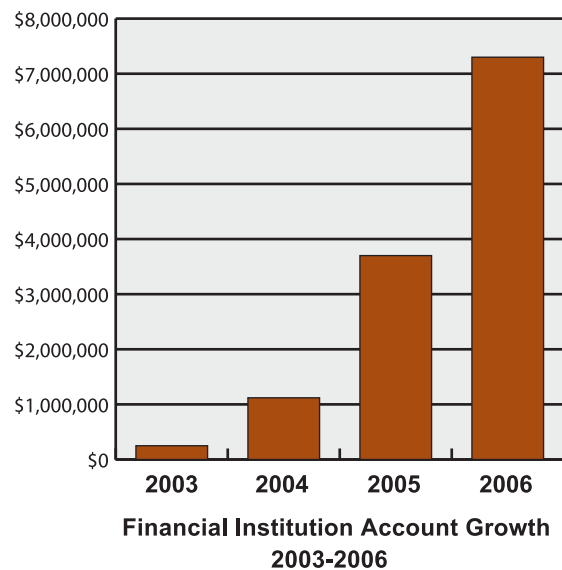
To access the highly credentialed, multi-skilled consultants needed to drive key projects, this client contracted with a large number of staffing providers. Although its vendor base was significant, these providers were only able to respond to mainstream technical requirements, leaving the client's critical Front Office, Banking and Brokerage positions unfilled.

The Solution

MMI demonstrated its technical and business acumen by developing precise requirements that included key criteria for each opening. MMI then implemented a short- and long-term recruitment strategy to identify precisely matched candidates. By tapping into its vast proprietary database of candidates, referral network and industry contacts, MMI was able to recruit senior-level consultants with significant Wall Street experience, advanced degrees and demonstrated success in the areas of Fixed Income, Corporate Security, Equities or Asset Management.

The Results

The client's response to MMI's submittals was resoundingly positive. Not only did MMI present a short list of viable candidates for each position, they delivered consultants who met the mark in terms of business experience, technical proficiency and cultural fit. MMI was also able to source consultants with specialized skills, including C++/Unix specialists with Derivatives experience, as well as Front Office experts. MMI quickly became a valued partner and expanded its services to several core departments.



For more information on Mitchell/Martin's services, please visit www.mitchellmartin.com or contact us at (212) 943-1404.

Corporate Headquarters • 80 Wall Street, Suite 1215 • New York, NY 10005 • (212) 943-1404