

Acquiring talent with specific linguistic competence

Client: Global Producer of Industrial Films.

Task: Sales Director – Asia including Japan and China.

This client is UK headquartered organisation with major manufacturing facilities in Victoria, Australia.

There had been an incumbent Regional Sales Director for some years in Malaysia and the business was flat lining in its sales performance in the region. This may have been because of competition from inferior products however the proprietary products of the group gave it a market leading edge in the market with product, performance and supply. The decision was made to replace the incumbent.

Taplow Australia were asked to undertake a search in the region, in confidence, because the incumbent was continuing in the role until a new executive was identified and able to commence. Language skills required included Chinese and if possible, Japanese in addition to the sales management competencies. We sourced a number of candidates via search activities and networks. A shortlist was presented and offer made.