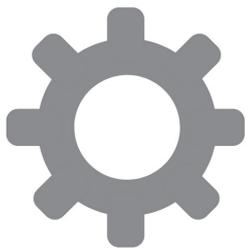


BENNETT MURADA ARCHITECTS CASE STUDY

MME DELIVER DOUBLE THE RESULT WHERE SPECIALIST RECRUITERS ONLY DELIVERED POOR SERVICE

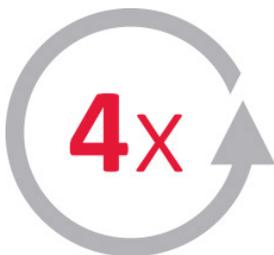
KEY RESULTS



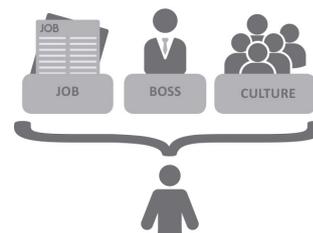
A consultative approach uncovered key hiring factors outside the technical skill set



An exclusive agreement provided scope for savings and a flexible pricing model



mme's strategies meant BMA was 4x more likely to attract the right person



The unique Job, Boss and culture methodology delivered two successful candidates

As a growing and progressive business BMA are focussed on fostering a collaborative, positive and responsive workplace. They look for professionals who strive to develop relationships, are results driven and mirror their values.

HIRING SUCCESS VIA MME'S METHODOLOGY AND ATTRACTION STRATEGIES

Taking the time to understand BMA's objectives and team values provided mme with the insight to develop a targeted and proactive attraction strategy. An exclusive agreement coupled with the unique methodology provided BMA with two successful hires in half the time.



CHALLENGE

BMA needed a supplier who was agile in their approach and who had the ability to match the key hiring factors required as well as technical skills. Previous recruitment suppliers had underwhelmed BMA with their service levels, cost and the constant thoughtless parsing of mismatched CVs. They had lost faith in outsourcing their hiring activities.



SOLUTION

Taking a consultative approach, key objectives were extracted enabling mme to design a solution that would answer BMA's brief. Using these findings, a targeted attraction strategy was executed alongside the Job, Boss, Culture selection process. BMA also took advantage of an exclusive supplier agreement to ensure first talent access and a flexible pricing model.

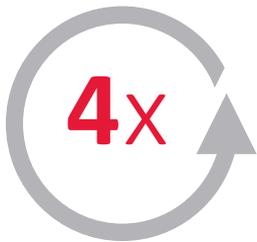


RESULTS

mme turned around BMA's negative experience with their holistic approach that delivered two successful candidates. The process was streamlined and efficient leading to reduced hiring hours for BMA. An exclusive agreement delivered a flexible payment schedule, cost savings and the access to talent first resulting in a highly positive recruitment journey.

CRITICAL SUCCESS FACTORS

- A consultative approach uncovered key hiring factors
- mme's methodology and attraction strategies provided two successful candidates
- An exclusive agreement saw BMA save 15% of total cost
- A robust selection criteria ensured all key requirements were matched
- BMA saved 24 critical working hours with mme as recruitment partner
- mme's agility meant BMA financial objectives were achieved
- mme's proprietary Job, Boss and Culture methodology contributed to higher retention and team cohesion
- Staff hiring burden was reduced



The Candidate Attraction Strategy means we're **4x more** likely to attract the right person than job boards alone



The selection process means we're **3x more** likely to find the right person with our Job, Boss and culture selection process

To discuss how the mme team can partner with you and your organisation, please contact us on:

☎ 02 9451 0222

✉ info@mitchellmorley.com.au



After months of poorly executed recruitment drives via specialist agencies it was clear we needed a different approach. I saw this in mme's philosophy. From the job brief, to placement and through probation, the communication has been transparent, with market insights delivered along the way. The results speak for themselves! mme delivered two successful candidates for one campaign. Our partnership has made me realise that the methodology outweighs the industry specialist approach.

- D Bennett, Director