

CASE STUDY 1:

Client Overview

Our client works with a select number of banks, hedge funds, asset managers and insurance companies and has been consistently ranked as one of the top five executive search firms within the financial markets.

In addition to their executive search offering, they also offer a range of business intelligence services which are designed to help clients consolidate their position in the market and gain valuable insight into their competitors' strengths and weaknesses.

As a result of major takeover activity in Asia our client was appointed by a major bank to map out Senior Management within the ECM & DCM markets. Working closely with their Head of Research our global delivery centre applied our thorough and well-proven methods to quickly and efficiently capture the level of intelligence required.

Outcome

Delighted with the outcome, Colvill Banks were swiftly recommended to their UK operation to map out Cap Intro teams of twelve leading banks. The relationship has gone from strength to strength and today Colvill Banks have five full time researchers supporting our client throughout the UK and Asia.