

CASE STUDY

Interim Legal Talent



THE CLIENT

A multinational leader in industrial machinery and equipment manufacturing

Industry

Manufacturing

Location

Virginia

Project Duration

Ongoing

Placement Turnaround Time

3 weeks

The Challenge

After the departure of a key member of their team, our client had a unique opportunity to restructure its contracts function and bring it under the remit of the legal operations. Doing so would result in greater efficiency, transparency and accountability, which our client's leadership team could rely on to further their U.S.-based objectives.

With established relationships with national governments and corporate clients alike, this opportunity called for a candidate with a niche background covering both government contracts as well as formal legal training within the area of commercial contracts. Combined with a need for this person to work on-site mere months after the global spread of COVID-19, this was a tall order for any in-house recruitment team to fill. Following several candidate rejections, the client contacted Major, Lindsey & Africa for assistance.

The Solution

After the departure of a key member of their team, our client had a unique opportunity to restructure its contracts function and bring it under the remit of the legal operations. Doing so would result in greater efficiency, transparency and accountability, which our client's leadership team could rely on to further their U.S.-based objectives.

With established relationships with national governments and corporate clients alike, this opportunity called for a candidate with a niche background covering both government contracts as well as formal legal training within the area of commercial contracts. Combined with a need for this person to work on-site mere months after the global spread of COVID-19, this was a tall order for any in-house recruitment team to fill. Following several candidate rejections, the client contacted Major, Lindsey & Africa for assistance.

The Results

Opportunities to merge disparate functions within corporate settings to increase efficiency do not happen very frequently. Thanks to a client who was able to identify, and capitalize on, this opportunity, Interim Legal Talent was able to quickly jump in and launch a search for a hard-to-find profile, resulting in a placement in three weeks.

Since joining our client's team, our candidate has continued to impress their stakeholders through the rejuvenation of the contracts function and has even begun hiring new reports to keep the momentum going.