Employer Case Study

copeland
AUTOMOTIVE RECRUITMENT

Company: JAAMA
Business Area: Software Provider
Position Filled: Key Account Manager
Provided by: Richard Evans, Head of Business Development

Background

Jaama is a multi-award-winning fleet, leasing, hire, and driver management software innovator. Jaama uses the latest technology to provide customers with greater integration, control and automation to help reduce fleet costs, improve fleet operating efficiencies and ensure legislative compliance.

JAAMA's Challenge

Due to business growth, JAAMA were looking to fill a new Key Account Manager role. They were seeking someone with experience working with automotive industry experience and a track record developing complex customer accounts with multiple stakeholders.

Copeland's Solution

A detailed briefing was carried out for the vacancy to ensure full understanding. Before commencing the work we gave constructive feedback on the brief, candidate pool size, any anticipated challenges and timescales. Copeland then carried out searches - accessing our extensive network of automotive industry contacts - and created a bespoke marketing campaign for the role. Sourced candidates were fully interviewed and selected candidates were presented to JAAMA within 2 weeks of initial briefing. Copeland managed the interview arrangements, candidate feedback and job offer negotiations.

How closely did Copeland's candidates fit your brief?

Despite the challenging brief in a niche market, she found us some great candidates that resulted in some tough decision making on our part.

What's are the benefits of working with Copeland?

Julia supported us with the recruitment of a Key Account Manager and was thoroughly professional throughout the process. Warm and understanding from start to finish, she made the process of finding and selecting the right person an enjoyable one, and I would definitely recommend to others.

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>
> Richard Evans, Head of Business Development, JAAMA