

CASE STUDY

RecruitmentJunky removes the headache of sourcing Wine Advisors for Virgin Wines

AT A GLANCE.

- Large UK-wide company expanding its sales functions to reflect rapid company growth.
- Two sales staff needed to be hired fast in Norwich.
- RecruitmentJunky recruited the first successful candidate within six days.
- Brief has now expanded to recruit for the company's other sales roles.

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I've worked with Recruitment Junky for a few months, but the service has been second to none.

I cannot speak highly enough of Terry, who has gone beyond the basics to understand the culture and vision of our business, ensuring he finds candidates who align with our values.

Terry is attentive without being pushy, is a pleasure to work with and I couldn't be happier with the service RecruitmentJunky are providing for us.

Katie Potts

Personal Wine Advisor,
Virgin Wines

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OBJECTIVES.

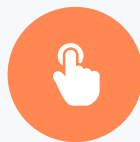
As one of the UK's largest direct to consumer wine retailers, Virgin Wines PLC are taking a big step to become the country's leading drinks company. Due to this growing demand, it needed to expand its Norwich-based sales team with two more Wine Advisors. With RecruitmentJunky's expertise in recruiting local sales consultants, we got in touch to fulfil these needs fast.

PROCESS AND SOLUTION.

Acting quickly, Recruitment Manager Terry Myers met with Katie Potts, Personal Wine Advisor at Virgin Wines. As part of RecruitmentJunky's headhunting approach, Terry collaborated closely with Katie to understand the ideal candidate for the role, the company's hiring processes, and any challenges to meeting their goals.

The desired candidates needed a proven track record in exceeding sales targets, experience in high volume outbound calls, and the ability to deliver excellent customer service. Matching the company values, candidates had to be proactive, driven and personable.

RESULTS.



Professional
service



Candidate job
satisfaction



Speed of
recruiting

Using our local knowledge, expertise in headhunting, and experience hiring talented sales and customer service staff, we filled the requirement within six days.

We have successfully continued fulfilling available Wine Advisor roles and expanded into find Virgin Wines a Commercial Partnerships Manager and Business Development Manager too. Another happy client!