

Case Study

Client - Centric Consulting



Expand global operations

Client was setting up its first office in India, 6 years ago and had no recognition as an employer brand but had a demand for hiring niche skills to cater to the client's demand. Talally partnered with Centric when it had only 4 employees in the newly set up India Business Unit.

Outcome achieved

500+

Resources onboarded

\$3M+

In cost savings over time

5X

Business growth in 6 years

The Client

Centric consulting is tech consulting organization helping clients with strategy and execution. Centric largely works on projects and hires consultants, project managers and application development resources to assign on client projects. Centric also had flex resourcing needs where they were looking to hire contractors who could be onboarded and offboarded based on project needs.

Challenge faced

Lower brand recognition, long lead times, niche skills, location challenges.



Journey to Success

Talally helped Centric create hiring strategy & a brand for themselves. We partnered with Marketing and created a brand recognition in the hiring market with candidates. Our recruiters helped with talking about Centric's plans and how associates can make a great career with Centric. We also brought our technical assessment processes to help with faster short listing and right candidate match for the roles. We also created a hire and train strategy for Centric where we helped bring in junior technical resources and built a training and coaching plan for them to grow with the company. This helped significantly with longer retention and association.

We also helped Centric create a strong referral plan. Our recruiters helped with reference based hiring which helped create a culture of known people who loved working with each other based on their prior association.

Key skills we helped hire were Guidewire architects, Power BI, Mulesoft developers, Sales force architects, Project Managers

We are an integral part of Centric India team & their global leadership recognizes our contribution to their success!

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