

CASE STUDY

**Due Diligence
Management Consultant**

Commercial Manager

Business Analyst

Finance Manager

INDUSTRY

Industrial services and production

COMPANY SIZE

Medium; 100 employees



BUSINESS SITUATION

The company was executing a high-value trade sale but did not want to partner with an external consultancy firm to manage the lengthy and intricate sale process. Instead, their preference was to hire an in-house Due Diligence Management Consultant to build and manage their data room and facilitate the sale process, working with the board and the executive leadership team. Post transaction support was also required to carve out two separate companies and build a new corporate function.



THE SOLUTION WE OFFERED

After consulting with key stakeholders about the company's goals and requirements, Robert Half specialists meticulously searched the talent pool for a highly proficient Due Diligence Management Consultant. The candidates were assessed for their ability to facilitate the sale process effectively, commercially and ensure compliance from an internal perspective.

Due to the niche skills and extensive experience in transaction services required, the role was challenging to fill. Top quality Due Diligence Management talent are in short supply, particularly those with market-leading knowledge, experience and technical capabilities. Our specialised recruiters also assessed candidates for their stakeholder management skills and their ability to work closely with the Senior Technical Accounting Consultant, company board and executive leadership team to facilitate the sale and achieve company objectives.

Robert Half identified and placed a candidate in the company within two-to-three weeks and, for continuity, the Consultant was able to commit to the entire 14-month duration of the transaction. Robert Half deployed multiple resources to bolster the internal finance function with enhanced technical accounting capabilities and commercial insights during the transaction.

Post-transaction, the client sought Robert Half's expertise to facilitate the establishment of a new finance function alongside the Head of Finance for the newly created SME that resulted through the carve out transaction. Robert Half assisted with the placement of a Commercial Manager, Finance Manager and Business Analyst who could establish a functional finance operating model and help deploy a new ERP system in SAP B1.