

Financial Services Headquarters Relocation

Full-service recruiting for a variety of niche skillsets.

Client
Global Asset
Management Firm

Services
Corporate Relocation

Areas of Expertise
Financial Services

Our Challenge

Finding the Right Talent after a Corporate Relocation

A leading global asset management firm made the decision to relocate their headquarters and 1,050 jobs from New York City to Nashville, Tennessee. Without having established relationships with key stakeholders and civic members in the city, the firm needed a turn-key methodology and approach to succeed in their recruiting needs. Specifically, the firm needed assistance finding key talent for a niche, hyper-specific skillset. Vaco was brought in to find qualified talent that was not readily available in the local market.

95+

SUCCESSFUL
PLACEMENTS

Free Yourself. Get in touch today.

vaco.com | 615-324-8226

Our Solution

Finding the Top Talent and the Right Culture Fit

Vaco far exceeded the firm's expectation in the quality and number of successful hires made during a short, 4-month window on recruiting these specialized resources. The Managing Director of US Retail Sales had hoped to successfully recruit five hires during the first round of interviews. Instead, Vaco was able to deliver very high-quality candidates such that the firm hired 11 candidates from the 24 candidates that they interviewed over three days.

Similarly, during Vaco's last round of interviews for this same firm, we successfully produced 16 high caliber candidates and the firm hired seven of the 16 over two days of interviews. Perhaps even more compelling was the fact that Vaco had never recruited these type of roles. The Vaco team invested the necessary time to immerse ourselves in the firm's culture and implemented a recruiting strategy outside the local market and successfully recruited top talent to relocate to a new market. Our best-in-class and proven methodology was able to produce a 50% hire rate off interviews in a short period of time.

Overall, Vaco filled close to 100 roles for this asset management firm, leading their CFO to describe the relationship with Vaco as the most important in their move from NYC.