

CASE STUDY

CLIENT	Concrete and Masonry Company
ASSIGNMENT	<i>Recruiting Services, Minneapolis, MN</i> Nexus Solutions developed a relationship with this Concrete and Masonry firm in June 2005. They are a \$35M per year regional concrete and masonry firm operating throughout the twin cities. The President contacted us about helping him to recruit a talented Estimator / Project Manager for his organization.
ACTION	Since this firm was a new customer for Nexus, we implemented the following steps in order to create the most success for them. First, we educated ourselves about their existing management team, their organizational structure, and their corporate culture. Second, we identified concrete, masonry, and a select group of self performing general contractors in the surrounding five state area. Third, we contacted the Estimators and Project Managers within those target companies. We then began the recruiting and screening of candidates for the proper fit by coordinating the interviews and ultimately bringing the assignment to a successful close.
RESULTS	The President was so pleased and impressed by the quality of the candidate pool and support provided by Nexus that he hired an experienced Project Manager and a seasoned Estimator. Additionally, Nexus has since formed a strong relationship with them, whereas we provide them with recruiting services on a regular basis.