

Case Study

Campbell Page

The Challenge – Difficult mix of skills and experience required

Recruitment of Head of Business Development

Campbell Page is a not-for-profit organisation that is dedicated to making a difference to the communities in which they work through providing a range of employment services such as jobactive and Disability Employment Services (DES), through to the Community Development Programme and youth, indigenous and family services.

When Campbell Page needed to appoint to a senior business development position, they approached Parkhouse Bell to help with their search. The role of Head of Business Development and Strategy required someone who was prepared to be involved at both an operational and strategic level with Campbell Page's business development function. They also required someone with experience in the sectors in which they work; one of the primary reasons for working with Parkhouse Bell as specialists in the employment services sector.

Parkhouse Bell conducted an international search thorough telephone and face-to-face interviews (using technology if geography didn't permit a meeting in person with our consultants). Following the submission of several suitably qualified and interested candidates, Parkhouse Bell assisted with the interview process carried out by Campbell Page including advising the successful candidate and carrying out final salary package negotiations. Parkhouse Bell also ensured that unsuccessful candidates were advised in an appropriate manner so their impression of Campbell Page was positive even though they hadn't been successful in their application.

Parkhouse Bell continues our long association with Campbell Page having worked with the organisation in both Australia and the UK.