



SONARDYNE

Case Study

Sound service

Gerrell & Hard's long-term partnership with this global sonar firm has been built upon our ability to consistently find highly specialist candidates.

Based in Yateley, Sonardyne is a privately-owned, leading global provider of underwater acoustic, inertial, optical and sonar technology. The company employs approximately 300 people.

Gerrell & Hard's working relationship with Sonardyne began when Principal Consultant David Watts filled two firmware engineer roles which had been open for some time despite other recruiters' best efforts. Our success filling these vacancies led to many more roles in a short period of time.

Our ongoing success with Sonardyne stems from our deep insight into the key pillars of the business that make it unique: its culture, products, markets and people. In addition to this, our broad engineering and technical skills coverage means we can fulfil talent searches for a variety of roles across the business.

Sonardyne is a brand with a compelling story. Its unique culture and approach to innovation has seen the company develop from a two-man start-up to a multiple award-winning enterprise whose brand is synonymous with innovation. Gerrell & Hard's insight into the company and its story allows us to reflect and communicate its culture to our candidates, and to select individuals who are a good match for the business.

Our consultative, professional approach sits well with Sonardyne and we have been pleased to earn their trust and become a valued supplier.



"Having worked with Gerrell & Hard, and most especially David Watts, over many years, I can say without hesitation, that anyone engaging their services will receive a friendly, informed, effective and highly professional experience.

Sonardyne needs a wide range of skills and knowledge to achieve excellence in our Engineering, Manufacturing, Sales/ Business Development, Customer Support and Business Support Functions. When searching for new talent, David has always taken time with us to fully understand the varied roles, the exact levels of competence required and, most especially, the context in which the roles will operate. It is not just a case of getting 'bums on seats' with David. Getting a cultural fit is equally as important to him as it is to the candidates and us. Everyone wins with the Gerrell & Hard approach.

We can be picky and we are proud to employ the best and it is testament to David and Gerrell & Hard that their candidates have been successful and are still with us many years after joining. A technical specialist that joined us over 16 years ago is now a main Board Director leading our Technical development.

Beat a path to their door and ask for David..... candidates do, we have, and we will continue to do so."

**Cheryl Brannan, HR Director,
Sonardyne International Ltd**