

**VOLT®**

## Case Study

### Trusted Advisors

#### Brief

Pharmacosmos are a world leading pharma authority in the treatment of iron deficiency anaemia. Due to expansion plans within their organisation, they required a senior level, hybrid medical scientific liaison and medical advisor to fulfil a key appointment in their medical function.

#### Challenge

The role remained unfilled for 6 months with the incumbent agencies unsuccessfully employing conventional techniques to find candidates with the necessary specialist skills and experience required. It was key to the company's goals that the candidate had both strong scientific expertise and significant commercial knowledge.

Through their medical network, Volt were recommended to Pharmacosmos.

Volt approached the challenge by utilising tried and tested search methodology in conjunction with SoMe marketing, traditional job boards, online networking across LinkedIn and industry specific forums and by overlaying multiple global databases with our own instance of the latest candidate matching algorithms..

## Solution

Volt's enhanced search capabilities combined with extensive industry knowledge led us to a dormant candidate registered with us some 12 months previously. Our long-standing relationship with this passive candidate enabled us to position ourselves as trusted advisors as we recommended he pursue this opportunity.

As a result, Pharmacosmos were able to continue to pursue their objectives and the candidate take their career in a new and challenging direction.

## Outcome