

CASE STUDIES

Role: Head of Procurement

Client: Global Utility and Renewables Generation Company

Industry: Renewables

Country: USA 

Goal: Enable business scalability



50

COMPANIES REVIEWED



140

ACTIVELY ENGAGED PROFESSIONALS



8

LEADERS SHORTLISTED

Assignment mission: The client had decided to expand its reach on the market for renewable projects. As a result, they had brought on board a new VP for Global Supply Chain to revamp their whole Supply Chain Department when it comes to renewables. Our task was to assist the leader in attracting their right hand in transforming and leading Procurement for the company in the USA.

Process and outcomes: We carried out thorough market research on the top professionals in the field of Renewable Procurement for the Utility Scale solar/wind project development. Going through the biggest renewable development companies in the USA, we managed to engage all the Procurement and Sourcing leaders of the top 50 companies in the field. This resulted in creating a comprehensive road map of leadership talent and conditions. Working together with our client, we selected 8 top talents and coordinated interviews with multiple interfaces within the company in order to facilitate an informed decision on whom they would want to bring on board. After the right professional was selected, we were involved in the salary negotiation, making sure that both sides were aligned on the outcome and that no altercations would occur.