

Panasonic CONNECT

SOLUTION ARCHITECT EUROPE CASE STUDY



Panasonic Connect
leads Panasonic B2B
Solutions business

Role location: Europe

KEY STAKEHOLDERS



Dr Timo Unger
Head of Business Planning



Yvonne Hagemeyer
Human Resources
Manager Europe



"My true opinion since I have started working with LSA Search;

- You are very professional, flexible and quick.
- Biggest USP for me is the European approach and network. This means we can compare candidates across Europe for central roles by one recruiting company."

Yvonne Hagemeyer
European HR Manager at Panasonic Connect

OBJECTIVES

We were engaged by the Senior Leadership team to help them establish a new Go To Market team within their Connect B2B division in Europe. The first position they were looking to fill was a Solution Architect., Enterprise Europe,

This search had specific requirements around location, technical and commercial skills

SOLUTIONS

After requesting and undertaking our in-depth briefing call, we immediately got our research underway, mapping out the relevant target companies and people across multiple territories. We also leveraged our network for recommendations.

KEY INFORMATION

Time to hire

From initial briefing to contract signature, this search was completed in 42 days

Longevity

The successful candidate is still doing a great job at Panasonic 12 months after joining

Thorough Search

As a very targeted search, we approached around 40 candidates for this position, with our Director's personally interviewing a long-list of 6 highly qualified potential candidates

Excellent result

We presented a strong shortlist of 3 tier 1 candidates for this position, all receiving strong feedback from the client, before ultimately choosing one for the role