



Recruitment Case Study: Channell Commercial Corporation

A complete solution for your business!

At a glance

Channell Commercial Corporation, encountered a critical staffing requirement in their Canadian office, prompting them to seek a highly specific skill set.

Testimonial



"We had a great experience with Invictus Direct. Professional, reliable and efficient. Two weeks after engaging Invictus Direct's services, Rami had already scheduled several candidates for interviews. In the 4th week, our vacant position was filled. Rami understood our organization's urgent needs and provided us with excellent candidates and support."

Rula Naman - Finance & Operations Manager

For further inquiries, Rula can be reached at: rnaman@channell.com

BACKGROUND



Channell Commercial Corporation was established in 1922 in the United States. They are a world leader in the manufacturing and provisioning of first-in-class telecommunications and utilities products. Their Canadian office had faced a critical staffing requirement.

Rula Naman, Finance & Operations Manager at Channell Canada, urgently sought a replacement for a key team member. The ideal candidate needed a minimum of three years of experience in Customer Service and Product Order Management within the industry.

ENGAGING INVICTUS DIRECT



Rula, having heard of Invictus Direct through her professional network, approached us based on strong word-of-mouth recommendations. Upon initiating the collaboration, Invictus Direct promptly delivered a comprehensive recruitment strategy and a meticulously crafted job description tailored to the role.

THE INTERVIEW PROCESS



During the first week, we conducted **11 meticulous screening** interviews to ensure alignment with Channell's specific requirements. Within nine days, Rula received four highly qualified candidates sourced by Invictus Direct. Following a two-week interview process, Rula confidently extended an offer to one of the initial four candidates presented.



Invictus Direct



Talent Acquisition and Sales Management Services



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Screening interviews conducted by Invictus



Highly qualified candidates presented within 9 days



Urgent timeline ensured that team operations at the Canadian office remained uninterrupted