



ADAMSGABBERT™

CASE STUDY



Challenge

To leverage existing contract with AdamsGabbert's new leadership team for temporary and contract hires

Solution

Recruiting & Staffing

Industry

Financial Services

SITUATION

When Zurich Insurance Group started a Life division in 2010, they contracted with AdamsGabbert (AG) for help securing business analysts and project managers to fill the new roles. Following that initial engagement, Zurich has invested in a continued relationship with AG for recruiting talent and staffing. Throughout the engagement, Zurich has reported numerous successful placements of temporary candidates, and many later converted to permanent hires. When Rico Scavuzzo joined the Zurich Life PMO team in 2011, he leveraged their current relationship with AG to secure additional temporary hires. "Our division is sensitive to market and business demands, often requiring a quick turnaround for staffing and resource needs. Our existing relationship with AdamsGabbert is proven and provides for immediate reaction," Scavuzzo said.

SOLUTION

Scavuzzo credits their on-going relationship to AG's executive leadership. The current executive and management team invested time and interest in cultivating relationships with the leaders at the Zurich Life company. AG took the time to understand the culture and employment needs and sought to find candidates who possessed both the skillset and personality to be successful.

AG was highly responsive, willing to consult over the weekend or after hours as needed. Each temporary hire turnaround was timely and completed with proper screening, full recommendations, and placed in very short order. On many occasions, contract hires converted to full-time employment with a smooth transition.

AG's initial screening and interviewing process saves countless hours. A process that can be cumbersome and significant is fast-tracked by AG in a matter of weeks.

RESULT

AG continues to be a reliable source for Zurich Life's recruiting and staffing needs. This means a significant time and resource reduction for Zurich. "The management team at AG has earned our loyalty because of the success we've had with their candidates. I refer AG's services to other divisions here at Zurich. It's more than a partnership; AG is an extension of my team," Scavuzzo said.



"AG has made my life easier; they understand my needs which saves me time in the process. More times than not, the first candidate they send us is the one we choose. They're that good."

Rico Scavuzzo, AVP, Head of PMO & Portfolio

Making Business Better

9200 Indian Creek Parkway, Building 9, Suite 205
Overland Park, KS 66210
(913) 735-4390 | www.adamsgabbert.com