

MLA Solutions Practice Group

Case Study

CLIENT:

A policy research organization with six offices across the nation and more than 1,000 employees that conducts program evaluation, policy research and interpretation, survey design, data collection, performance measurement and data management

PROBLEM:

The General Counsel for our client had an immediate need for a specialized government contracts attorney for a six-month project that involved a high volume of work. The specific nature of this position required government contracts experience as well as a geographical constraint, as relocation for a six-month project was unlikely. The client's internal recruiting team, however, was small and not specialized for legal candidate research.

SOLUTION:

Major, Lindsey & Africa's Solutions Practice Group (SPG) dedicated a number of internal resources to the search, including an in-house team that had worked with the General Counsel previously. Our client-oriented approach during the information gathering stage and our attention to details during the screening process impressed the GC. Overall, the General Counsel found our services to be efficient and the hire – within 14 days of starting the assignment – to be fast.

SUCCESS:

In addition to filling the position quickly, our client was pleased to be able to choose from a slate of well-qualified candidates. In its mission to serve public policy research, they were able to engage a legal expert in a very specific topic that was critical to the program goals.

CATEGORY:

Regulatory & Compliance