
Account Manager, Midlands

An anonymised EB Talent search case study.

Professional hair | Beauty | Cosmetics | Personal care

The commercial challenge

1 month

Established 300-account territory

The appointment

An independent distributor needed an experienced Account Manager after direct hiring had not produced the right person.

Why it was difficult

A four-day week, no company car, salary constraints and limited progression narrowed an already competitive regional market.

Research, assessment and result

Our approach

EB Talent mapped current, former and adjacent regional sales talent and represented the opportunity honestly, including its constraints.

The result

The appointment completed within one month. The client also gained a clearer view of which package elements constrained the market.

The client gained an appointment plus a more current view of talent availability, market response and the strength of the proposition.

Anonymised to protect client, candidate and proprietary search information.