

**Company Profile**

Our client was one of the product based MNC with leading products in algorithmic trading

**Position**

Managing Director, India

Our client started their operations in India in 2006 and were not having MD for next 6 years. There was a team at the top with Engineering, Admin, HR and Finance which was managing the operations. When they started expanding they started looking for a strong leader who had demonstrated tough business acumen combined with an ability to lead a high potential business. The candidate must have experience in successfully running an independent business for MNC together with fiduciary responsibilities and who has handled P&L for mid sized company.

**Our Solution**

After mapping the talent landscape across India with the aid of our core research team and our industry networks, we realized the need to map global majors due to the dearth of relevant domestic talent. We went ahead and mapped the talent pool from multiple mid sized product MNC's across India.

Our domain consultants advised our client on the need to re-locate the function to tap into the optimum ecosystem required to achieve the necessary scale. After shortlisting and assessing the chosen candidates, we proactively partnered with our client in designing the required compensation package including ESOPs and helped convey the long-term benefits of the opportunity and the reward structure to the candidate.

**Our Success**

We were finally able to get the candidate with required skills and who was working in similar sized MNC for last 11 years together with P&L and fiduciary responsibility. We explained him all the benefits and finally convinced him to join the client. We have been appreciated by Global CEO of the client for closing the position in 4 months time frame.

**Connect with us:** Please write to [client@tpg-search.in](mailto:client@tpg-search.in)