

# PAGEGROUP OPTIMISES GLOBAL WORKFORCE FOR LEADING HEALTH AND WELLNESS RETAILER

Driving operational efficiency and accelerating workforce transformation across key markets



9,000  
Hires



8

Key Markets



36-month  
Hiring period

## THE CHALLENGE

A global leader in health and wellness products faced significant operational challenges due to a highly decentralised warehouse system and fragmented hiring processes. The company managed its contingent labour force through multiple hiring agencies, each with different contract terms and inconsistent mark-ups, which created complexities in cost management.

These issues, coupled with audit compliance concerns, impacted the company's readiness for an IPO and its ability to manage contingent labour efficiently. The company also struggled to fill critical roles in cybersecurity and other technical areas.

## THE SOLUTION

PageGroup worked closely with the retailer to streamline their workforce operations and address hiring challenges across key markets.

- In the initial phase, we revamped the company's entire contingent labour structure, reducing the time-to-fill for key positions to just 2 days.
- Global hiring efforts spanned across the USA, Japan, China, Poland, the Netherlands, Canada, Mexico, and Saudi Arabia, covering both technical roles and executive appointments.
- Our teams supported high-level placements, including a Managing Director in Saudi Arabia and a Marketing Director in Japan.
- We deployed Page Outsourcing for specialised hires, utilising the entire PageGroup network for broader needs.

## THE RESULTS

PageGroup's solution manages high-volume hiring across critical global markets, including tech'nical and executive roles.

Within 24 months of initiating the partnership in 2022, we have facilitated 9,000 hires, with 3,700 completed in 2023 and 5,300 so far in 2024. The streamlined approach has reduced time-to-fill to an average of 2 days, showcasing the efficiency of our dedicated recruitment teams.

The project currently delivers a projected cost saving of \$600K, thanks to initiatives implemented within the MSP – such as a 1% discount on all invoices paid within net 10, a 10% reduction in overtime rates, and a 20% reduction in double-time rates. The partnership's success prompts the retailer to consider extending its contract with PageGroup beyond the initial term.