



Delivering Results for Optus

CLIENT PROFILE

Mike Alafaci, State Director - Optus Enterprise at Optus. Mike recruited for multiple positions including Account Manager, Business Development Manager, Mobility Sales Specialist, and Sales Manager with the assistance of CPS IT Consulting.



"If you're looking for someone who can find and attract top talent, no matter how difficult the task, I highly recommend Craig's services. He will not rest until he has delivered the results you need."



MIKE ALAFACI
State Director
Optus Enterprise

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PROBLEM OVERVIEW

Optus was grappling with two significant challenges. Firstly, the company found it difficult to locate solution-oriented ICT sales personnel who could effectively tackle the company's unique business needs. Secondly, attracting these high-quality individuals to join the Optus team was proving equally arduous.

SOLUTION

CPS IT Consulting, under the leadership of Craig, stood out by taking a personalised approach to solving these problems. Craig undertook a meticulous search process that extended even to professionals who weren't actively looking for a new role. By taking the time to understand and promote Optus's unique advantages as an employer, Craig was able to pique the interest of potential candidates.

SUCCESSSES

Since partnering with CPS IT Consulting, Optus was able to overcome its recruitment challenges, attracting and securing rare talent in a competitive market. These were feats that other recruiters had previously been unable to achieve for Optus.

RECOMMENDATION

Mike Alafaci highly recommends CPS IT Consulting to other companies who need a dedicated partner to find and attract top talent. He emphasises that CPS IT Consulting's unique attribute is their tenacity and determination to deliver, no matter the circumstances.

EXPERIENCE

When asked to describe his experience with CPS IT Consulting in one word, Mike Alafaci chose 'Results'. He explains that the term encapsulates CPS IT Consulting's unwavering commitment to delivering on their promises, resulting in substantial success in their recruitment efforts for Optus.