

Mini motion meets maximum potential

Sara Altman found the tenacity of the Carmichael Fisher team vital in procuring phenomenal talent for a directorial role at Portescap, part of the leading company in science and technology products and services, Danaher Corporation.



“Carmichael Fisher's involvement was that they never stopped exploring the industry for undiscovered expertise”



Carmichael Fisher specialises in providing executive search services to international organisations around the world. Its offices in Europe, the Middle East, Asia and Australia, work in collaboration and this collective experience in cross border search and assessment is complimented by a deep knowledge and networks in the major industry sectors.

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Motoring towards goals

Sarah Altman, HR Manager at Portescap, insists the best parts of working for Portescap and Danaher are the talented people they hire and the goal-orientated attitudes. It was important for the recruitment team to find someone who worked well with the current sales personnel, could recognise opportunities for growth and had good communication skills.

“We were looking for outside talent as Danaher needs to grow and there's not always an opportunity for someone to relocate to take on a role. Carmichael Fisher's reputation within Danaher was very strong so they were chosen to assist in the search.”

Altman was reassured by the dedication of the team in personally meeting individuals before presenting them to Portescap. Knowing Carmichael Fisher took the time to arrange face-to-face conversations themselves to assess suitability gave the interviewing team a sense of security in their search.

Taking the time to find a fit

The time scale in the search for an ideal candidate had already been extended when Carmichael Fisher got heavily involved in identifying talent. While well into the interviewing process with several exceptional applicants, the Carmichael Fisher team were tenacious in searching for an individual who would eclipse the current options. Altman claims the most appealing aspect of Carmichael Fisher's involvement was that they never stopped exploring the industry for undiscovered expertise.

“I think they were very capable of understanding the vision of the person we wanted for the role and were able to deliver candidates that fitted that vision. The team did a great job of being relentless in looking for candidates. The person Carmichael Fisher brought forward during the interview process – and we were pretty far along – was phenomenal. He's a really smart guy who could probably do a lot of different things but I think down the road he could potentially be looking at a VP role or moving to a larger operating company – he's extremely talented.”

“At first, it was a frustrating process and when myself and the team got involved there had already been six months of recruiting. We were a new set of eyes and the team's attitude of always pushing through new candidates until we have someone hired really worked. The team continued to look for a strong candidate and, to me, one of the most important things a recruiter can do is to keep the flow of people coming.”

The feedback the company has received since the Carmichael Fisher candidate took up the role has been extremely positive and the time taken to find the perfect person for the position was entirely justified in the opinion of Portescap. The attentive and understanding attitude of the Carmichael Fisher team meant a good working relationship, even when things were 'frustrating' for the entire process. The perseverance and stamina of the teams' search is why Portescap and Danaher would recommend Carmichael Fisher in finding an individual who 'speaks their language'.