

## CASE STUDY

# Interim Legal Talent



### THE CLIENT

A multinational professional services network, providing audit, tax and advisory services

### Industry

Financial Services

### Location

Washington, D.C

### Placement Turnaround Time

4 weeks

### The Challenge

Our client's government affairs function found themselves in need of additional support following the departure of a long-serving member of their team. Straining under the pressure of end-of-year workflow, it was vital that they identify and onboard a compliance professional who could pick up the company's government lobbying reporting and advisory operations as soon as possible.

### The Solution

Because the client had previously worked with Interim Legal Talent's team in New York, they reached out regarding this need, which would be based in the Washington, D.C., area. We seized the opportunity to support our client in another geographic area and conducted a thorough analysis on the additional skills that would set them and the eventual candidate up for success.

Even though our client had contacted a list of external staffing vendors to assist with this need, thanks to a number of successful Interim Legal Talent placements made in the past, we had the inside track to assist our client and got to work immediately.

Due to MLA's deep network of compliance professionals in the D.C. area, we presented two unique candidate profiles to the client for their review in just over a week. The client was immediately impressed by the credentials and experience of our candidates and opted to interview the more senior of the two the following day. The interviewers were astonished by how closely this candidate's experience fit in with what they were seeking for this role, and it became clear that they could count on this person to start making a huge impact in their operations from day 1.

### The Results

Despite the candidate being outside of their original budget, our client was resolved to have them join their team. Following some negotiations, Interim Legal Talent was able to facilitate a part-time arrangement for this placement, which was not only beneficial for the client's budget but also offered our candidate the opportunity to continue serving private clients through her independent consulting practice.

Due to an intricate knowledge of the D.C. compliance market, Interim Legal Talent was able to identify and place an extremely skilled candidate who began working for our client within four weeks of contacting Major, Lindsey & Africa. Since they started, our candidate has received glowing reviews from the client team and stakeholders who can now spend more time focusing on the specifics of their respective roles. They are confident that our candidate will be a hugely beneficial resource for their department for months to come.