



**Automotive Overview**

The convergence of globalisation, modular manufacturing, just-in-time delivery, and new technology makes this a challenging and exciting period for the Automotive Supply, Leasing and OEM sectors. In such a competitive environment, the ability to deliver a shortlist of candidates rapidly, accurately and within budget makes Farn Williams' Automotive Division a key partner in hiring the best talent.

Working for client companies across Western and Eastern Europe, and selected Global Emerging Markets, our strictly quality controlled 30 step recruitment process combined with an extensive database and real drive to get the job done, allows us to identify and attract the best qualified candidates with the minimum opportunity cost to the client's time.

While we continue to focus on core markets such as France and Germany, we are also well placed to service the new international markets. The growth engine for automotive will come from Emerging Markets which, with their lower cost strategic manufacturing base, as well as a much lower per capita vehicle ownership ratios, are being used not only to reduce manufacturing costs, but also to push regional and international sales and exploit new full service leasing potential. Markets where we already have a strong franchise and an inside track on the best talent. We are also able to draw on cross functional expertise from our Technology Desk to help with e-business driven logistics, purchasing & supply initiatives.

With a wealth of opportunity for OEMs and suppliers, speed of delivery, product innovation and streamlined processes will dictate market leadership. Meeting these and other business challenges, (labour relations, alliances, and shareholder value) make having the best talent for key positions in General Management, Operations, Sales Purchasing, R&D, HR and Finance more critical than ever.

This is where we come in.



**Key Segments**

- Automotive Suppliers (Tier I and II)
- OEMs
- Operational & Fleet Leasing

**Key Functions**

- General Management
- Business Development & Sales
- Finance & Controlling
- Purchasing & Operations
- Engineering
- Human Resources

**Key Geographies**

- France
- Germany
- Other Western Europe
- Russia & Eastern Europe
- Other Emerging Markets

**Testimonial**

*Farn Williams were retained by Continental AG, Hannover, Germany to fill three vacant positions for our strategic manufacturing operations in Romania, the Czech Republic and Slovakia. I was extremely happy with the service, with the execution of the search, with the shortlist provided and can say that I received a perfect result; I got exactly what I wanted. From an extensive target list of manufacturing companies that included competitor automotive suppliers, Farn Williams ensured they contacted all possible target companies, moving from an impressive longlist to an accurate shortlist, from which we were able to hire our chosen candidate for each role. In the event of future needs I would for sure be happy to use Farn Williams again for any mid to senior level Finance, HR or Sales/Management roles that needed executing quickly and efficiently.*

*Dr. Andreas Thomaschewski  
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