



SULZER

PROVIDING
A COMPLETE
WORKFORCE
SOLUTION

THE ORGANISATION

Sulzer is a global industry leader in fluid engineering with sustainable pumping, agitation, mixing, separation and application technologies. From its beginnings in Winterthur, Switzerland, back in 1834, Sulzer has developed to become a reliable, fast, and trusted partner for its customers, with a responsive network of 180 world-class manufacturing facilities and service centres across the globe.

THE CHALLENGE

Sulzer Pumps has a large manufacturing site in West Yorkshire. Due to fluctuating orders it relies on over 100 engineering contractors, originally supplied across multiple agencies – all for fluctuating contract durations.

This was causing challenges, including:

- Lack of quality candidates
- Variations in contractor pay rates and invoice rates
- Accuracy of timesheets
- Large variations in quality and accuracy of invoices

Due to these issues Sulzer needed one supplier to manage their contractor workforce and free up their own HR Team and Accounts Team.



MANPOWER HAVE
SOURCED AND
MANAGED IN
EXCESS OF 100
ENGINEERING
CONTRACTORS
ON SITE AND BEEN
RESPONSIBLE FOR
OVER 60 TEMP TO
PERM HIRES OVER
THE LAST 6 YEARS.

THE SOLUTION

Manpower provided a complete workforce solution, migrating contractors from all the other Recruitment Agencies, becoming the sole supplier of engineering contractors to Sulzer.

A dedicated Account Manager was assigned to Sulzer and via a support team Manpower provided a comprehensive 360 service, including proactive contractor resourcing solutions, background, and reference checks, onboarding and payroll management.

This dedicated Account Manager had multiple years of Engineering Recruitment experience so was able to ensure a consistent delivery of excellent candidates across a wide variety of in-demand specialist roles.

THE RESULT

Manpower has been a proud engineering recruitment partner of Sulzer for over 12 years and their dedicated Account Manager, Becky Laird, has been a key individual in this relationship.

Visiting Sulzer on a weekly basis, Becky has developed excellent working relationships with not only HR but also key stakeholders. These relationships have allowed Becky to have real insight into future hiring demands, allowing her to proactively meet Sulzer's operational demand plans.

These visits have also given Becky first-hand experience of what the environment and workplace feels like, allowing her to sell that to candidates in a meaningful way.