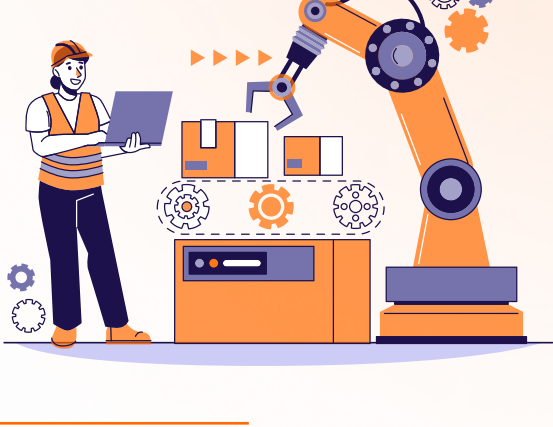


A Leading Chemical Powerhouse Achieves Global Scale and Niche Talent Acquisition with CBREX

Client Introduction:

A global-scale Indian chemicals powerhouse, among the world's leading carbon black producers, with a customer base in 50+ countries, and part of a multi-billion-dollar Indian MNC conglomerate.



Executive Summary

Client	Industry	Challenge	Solution	Key Result
A global-scale Indian chemicals powerhouse (Chemicals, Specialty Materials)	Manufacturing / High-Tech R&D	Fragmented global hiring for diverse, niche roles across 4 continents.	CBREX AI-powered marketplace using specialized vendor pools under a single contract.	3:1 Interview-to-Offer Ratio, accelerating multi-market expansion.



An Ambitious Global Expansion

India's Largest chemical manufacturer needed to build specialized teams in new international markets, facing significant hiring hurdles.

Specialized Talent

Sourcing senior experts across North America, LATAM, Europe, the Middle East, and other countries.

Niche Skill Sets

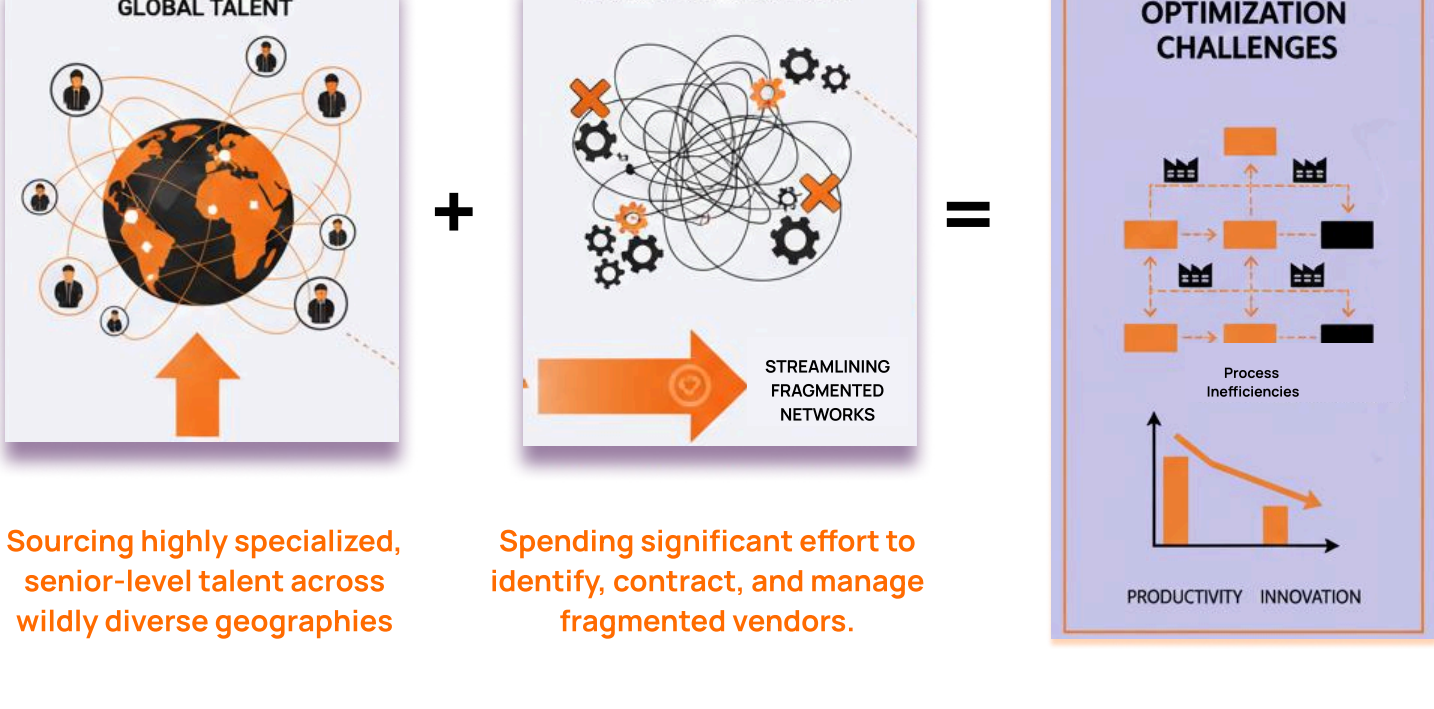
Finding candidates with specific experience in sales, R&D, and technical leadership for the chemical industry.

Logistical Complexity

Avoiding the inefficiency of managing multiple recruitment agencies and contracts across the globe.

The Challenge of Concurrent Global Expansion

As the client expanded its international footprint across its battery materials divisions, the company faced a dual recruitment challenge:



Sourcing highly specialized, senior-level talent across wildly diverse geographies

Spending significant effort to identify, contract, and manage fragmented vendors.

They needed to hire highly specialised roles across regions, from **R&D Scientists** and **Battery Design Engineering** to **Senior Commercial Leadership**.

Traditional hiring methods were too slow and complicated for the company's rapid market expansion.

The CBREX Solution: Precision and Consolidation

They adopted the CBREX platform to centralise its talent acquisition strategy under a **single contractual framework**. This eliminated the administrative complexity of managing vendors across various countries at the required speed.



India



United States



Brazil



Germany



Canada

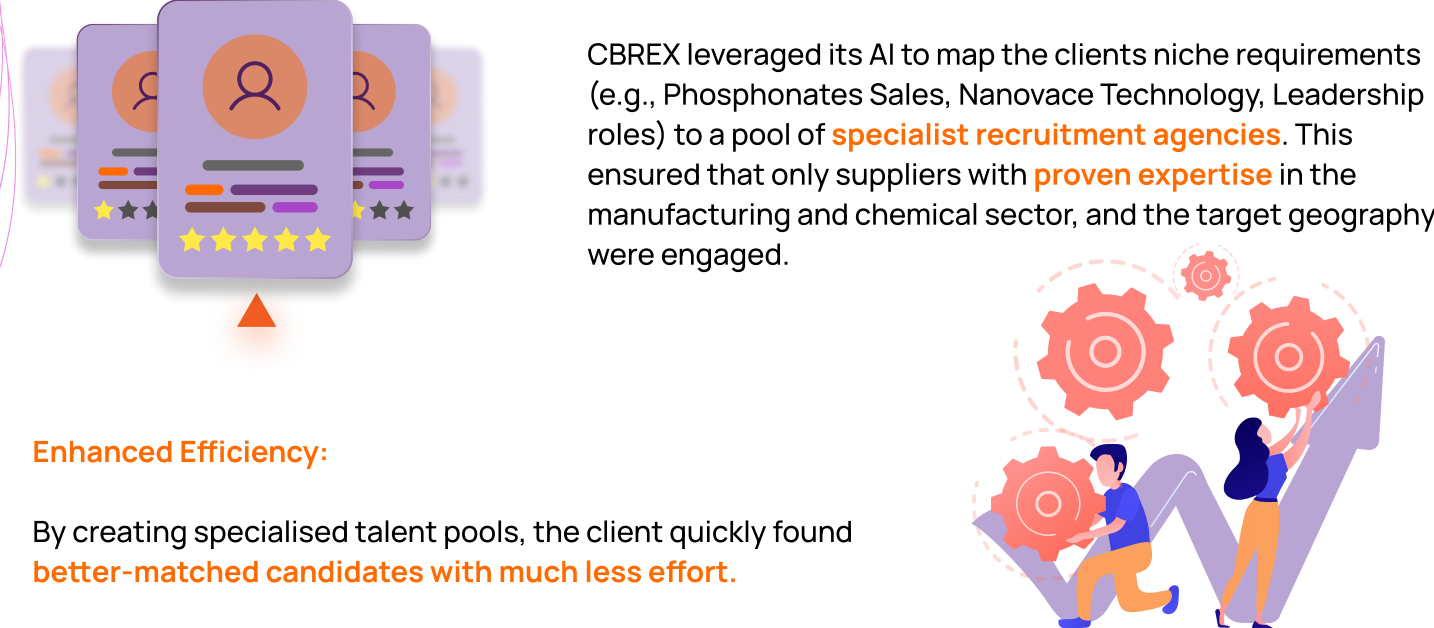


UAE



Belgium

The platform's success hinged on two key factors:



A Unified, Intelligent Recruitment Ecosystem

CBREX provides a streamlined solution, transforming a complex challenge into a simple, efficient process.

One Global Contract

All hiring, billing, and vendor management consolidated into a single agreement.

Curated Supplier Pools

Access to specialist agencies with proven expertise in the chemical industry and local markets.

AI-Powered Matching

Roles were instantly matched with the most capable suppliers, ensuring relevance and speed.



Exceptional Efficiency

3:1 Interview-to-Offer Ratio

Roles were instantly matched with the most capable suppliers, ensuring relevance and speed.

Result: Diverse Talent, Global Reach

CBREX sourced highly specialised talent across a wide spectrum of roles and seniority levels.

Role Category	Roles Filled (Selection Highlights)	Geographies
Sales and Business Development	Regional Sales Heads, Business Development Lead, Divisional Head -Technical Sales	Middle East, Germany, LATAM (Brazil)
Niche R&D	Principal Scientist – Battery Design & Engineering, Senior Scientist – Feedstock	Belgium, India
Functional Leadership	Procurement Head	Houston, USA

and more

Leadership Testimonial



*The CBREX platform has consistently delivered strong hiring support across multiple geographies—including India, the USA, LATAM, the Middle East, Southeast Asia and Europe — for diverse roles. As we expand internationally, the platform has enabled seamless hiring through a **single contract** and a curated supplier network. Truly a **dependable partner** for any organisation with **multi-location talent needs**.*

Deputy Manager - Human Resource

