

## **Introduction**

Skill Set Consulting (**SSC**) was founded early 2008 in response to the growing need of mature expertise from the different types of industries in the MENA region. Based in the Middle East trading hub, Dubai, SSC was established as a resourcing boutique that provides executive recruitment services to both ambitious organizations and candidates.

Being situated in a district that has transformed itself in recent years into a truly international business centre of global significance, adds a huge challenge for both recruitment firms and businesses to constantly find the right '**people**' with the right capabilities that fulfill the need of specific jobs. With this continuous market growth and nonstop developments, challenges continue to arise upon organizations and individuals to map their objectives.

**SSC** aims at overcoming those emerging trends of employment by deploying result-oriented, expert and well trained team that focuses on providing clients with accurate solutions that fulfills their requirements. Our team of consultants and support staff, each with their own area of expertise, effectively engage with Clients to better understand their business, cultural needs, and provide them with the right fit.

**SSC** understands the responsibility of being an 'Advisor' to its Clients. We truly believe that the essence of our executive search service aims at bringing together candidates and employers who are genuinely suited to one another, in order to create a successful working environment.

Using the **SSC Database**, our international/ local network and tenacity of our dedicated staff ensure our commitment and desire to achieve and get-it-right the first time.

### **SSC Methodology:**

At **SSC**, we consider our relationship with Clients as a long-term partnership that is based on mutual trust. We strongly believe in the '**personalized service**' that allows us to better understand the different and various needs of our partners in the field.

### **- Understand the Client**

From years of experience, we know for a fact that genuinely understanding the dynamics of what the Client really wants will help define new market opportunities for all parties. That's why at **SSC**, we don't only listen carefully to what Clients ask for, but we also talk it through with them, both candidates and organization representatives, to better understand job specifications, culture and business strategies.

### **- Search and Select**

Choosing the best candidate for the best position is what determines our real success with each assignment we undertake, for both individuals and organizations.

Finding the appropriate caliber for an organization or the suitable position for an individual takes more than matching expertise with the job descriptions. It is also about the passion and enthusiasm that serves both career path and client's vision.

### **- Build a Talent Community**

Creating a professional working environment is the ultimate objective of any successful organization. Being part of a competitive yet cooperative team is also the biggest aim of any passionate candidate.

**SSC** takes on board full responsibility when building and growing the workforce for companies as well positioning individuals in the different organizations.

### **- SSC Best Practice Principles**

Being transparent, we have always succeeded to add value and contribute to Client's satisfaction. That will not only generate favorable outcome to our customers, but will also allow them to better understand the latest market trends.

As a team full of confidence in its capabilities, our ultimate objective would be gaining customers' trust and faith in all our business dealings. For us to reach that level of assurance and commitment, we base our interactions on absolute honesty and integrity.

We, at **SSC**, always demonstrate full understanding for customer's needs to allow us add value and develop a strong relationship based on trust and integrity.

### **SSC and Emiratization:**

**SSC** understands the importance of deploying the nation's resources optimally, and make it part of the economic process. And as part of the social responsibility towards the community of the UAE nation, **SSC** has participated in several Emiratization projects that served a number of organizations across the UAE market- both in the public and private sector.

**SSC** has not only participated in similar projects, but also developed and executed a number of campaigns that supported fresh graduates, UAE national career fairs, training sessions, and many other encouraging programs.

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