

Case Study: Teligence Communications

Industry: Telecom

Role: President

"Oxford's insight was instrumental in bringing together my skill set with the needs of the company. My background wasn't an obvious fit but Oxford realized this company needed what I had to offer and was able to effectively put us together." - John Farina, President, Teligence

Teligence Communications is one of the largest privately held communications companies in British Columbia with a CEO who had won the coveted 2005 BC Entrepreneur of the Year Award.

After making several key hires for Teligence Communications, Oxford Partners had deep insight into their needs and culture, including the founders' long term objectives to remove themselves from the growing organization's 'day-to-day'.

Although not formally hired to recruit a new President, we were always on the lookout for exceptional talent that might help Teligence to achieve its goals. And when we met John Farina, formerly of Celestica, we knew we'd found a solution.

John's style, competencies and leadership abilities seemed a perfect fit for Teligence and it was clear that he was looking for a departure from his technology background. We immediately contacted Teligence and explained our find. We were greeted with some skepticism at first but having long since won our clients' trust, they agreed to take a chance and fly him to Vancouver for a meeting.

When John returned – 5 days later – he had not only secured a position with Teligence, he'd found a new residence as well. We are pleased to say that since then, John has integrated very well into Teligence and made great strides in helping the company, and its founders, achieve their long-term goals.

The success of this placement stemmed from Oxford's commitment to solving a real problem, not just filling a role. And as a result of continually exceeding our client's expectations, we had built enough trust to encourage them to take a calculated risk – with winning results.