

Bringing together the Management team from three markets amalgamating their businesses

Client Need: The client, a subsidiary of a global bank, intended to consolidate its three consumer finance businesses in the Nordic region. The Management team had been selected, but for the first time would have to manage across borders (e.g. one sales manager, one collections manager etc.)

Solution: BenchMark developed a series of workshops and tasks for the new management team to bring them together with the skill set necessary to distance manage their teams. This included significant enhancement to HR practices (new cross market HR manager), objective setting, appraisals and personal management skills.

Result: With the client handling the legal and accounting stages of bringing the companies together, BenchMark was able to provide the coaching and support to establish the new team in their roles.