



## Case Study: Solving a Problem Others Couldn't

*A behind-the-scenes look at how Skillfinder helped a global bank in Luxembourg solve a difficult hiring challenge.*

**Some of our best work doesn't start with a grand strategy.  
It starts with a quiet ask.**

Over two years ago, a global banking group with operations in Luxembourg engaged Skillfinder to support contract hiring across critical functions.

The expectations were clear: high-calibre talent, specialist experience, and a partner who understood the complexity of a regulated financial environment.

We delivered, carefully, consistently, and without fuss.

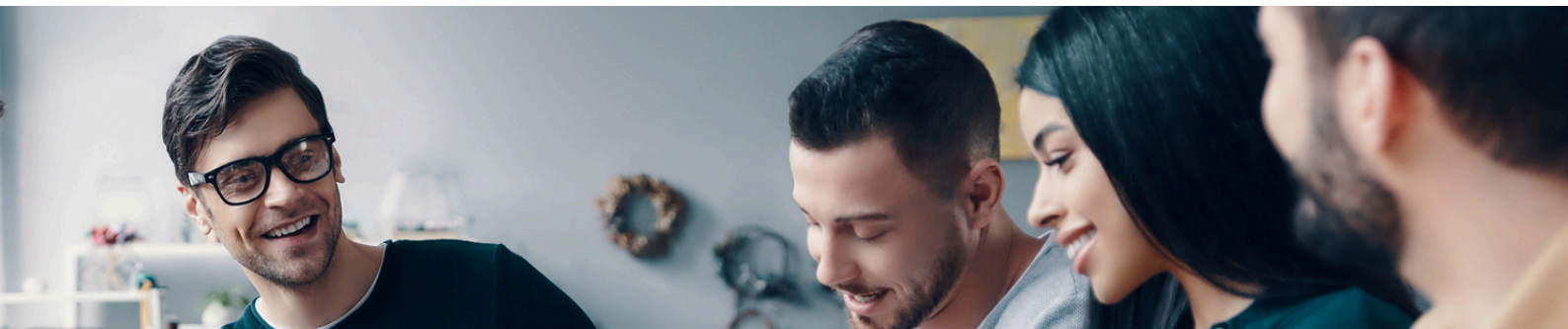
That early trust turned into something more. Our remit expanded to permanent roles, and we now support the bank across operations, compliance, and tech. Today, we remain an active supplier with live mandates in progress.

But there's one moment that continues to define the strength of this partnership.

### **The Role That Wouldn't Close**

A senior AML management role had been open for several months. Fifteen candidates had already been interviewed through other sources, none were quite right.

It wasn't about a lack of talent. The team needed someone with just the right blend of experience, leadership, presence, and regulatory fluency. Someone who could not only step in but raise the bar.



We submitted a fresh shortlist.  
They interviewed.  
They hired.  
It was a high-stakes, business-critical role, and we helped close it.

### **Why That Moment Mattered**

The win wasn't in volume; it was in precision.

Our ability to land the right candidate so efficiently came from three things:

- A deep understanding of the Luxembourg market
- Strong relationships with qualified, senior-level compliance professionals
- The trust we'd built to work closely with the hiring manager, as well as procurement.

In a regulated, risk-sensitive environment, that kind of precision matters. And when you get it right, speed follows naturally.

### **Where We Stand Now**

This isn't a story about one great hire.

It's a story about consistency, about showing up, understanding what matters, and delivering on it time and again.

Skillfinder continues to partner with this client on both contract and permanent hiring. Not by flooding inboxes, but by solving the right problems, with the right people, at the right time.

In Luxembourg's competitive financial services market, that's what sets us apart.

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**Are you hiring in Luxembourg? Get in touch with Lorraine Bateman:**

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