


| Oracle Contractors .

# Beyond Borders



CASE STUDY



# Unlocking the Unthinkable: A Global Manufacturing Client's Journey to the Perfect Oracle Consultant

In mid-2023, a manufacturing client reached out to us, facing an urgent challenge. They were in the process of a high-stakes Oracle rollout covering Manufacturing, Supply Chain Management (SCM), and Finance.

They needed a consultant who could navigate both SCM and Financials while speaking both Japanese and English - a truly rare find. Traditionally, they'd relied on a longstanding recruitment partner, who had even placed key program leaders. But this time was different. After weeks of

searching, no one could find the right candidate, and the client's frustration was growing.

This wasn't just about a skill set. This challenge touched on a pain point for the client: the pressure to meet rollout deadlines, the language barriers, and the struggle to find someone with the specific Oracle expertise to make the project a success. Knowing we had a relationship built on years of persistent communication and trust, they turned to us, hoping we might be able to do what others couldn't.

## The “AHA” Moment: Redefining What’s Possible



We knew this called for an unconventional approach. Limiting our search to Japan would only continue the cycle of frustration. So, we opened the search to candidates across the globe who could work locally in Japan. This was the turning point - the “aha” moment that unlocked new possibilities.

Our search led us to an Oracle consultant, a native Japanese speaker based in the U.S., with the relevant experience. With their experience, we saw a potential fit, and we knew they could be the perfect person to fill this high-demand, high-stakes role.

## A Relational Breakthrough and Client Testimonial

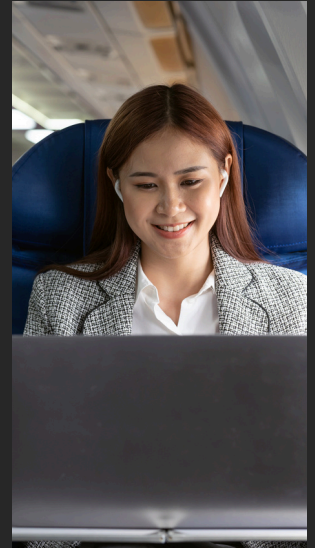
After a couple of in-depth interviews, the client expressed something they rarely do: a genuine sense of relief. "This consultant is a game-changer for us," they said. For a company used to high pressures and tight deadlines, finding someone who ticked every box was a welcome surprise.

Unfortunately, just as the consultant was engaged, the project was paused, and the contractor took a new role. We knew the project would restart and knowing how critical this role was, we kept tabs on the candidate, waiting for the right moment to reconnect them with the client.



# Future Impact and Transformation: The Second Act

Just a few months later, the project restarted, and we reached out immediately. The candidate had become re-available, and without hesitation, the client engaged them. This time, it wasn't just about filling a position; it was about transforming the project's future. The client could now confidently move forward, knowing they had the right person in place, while we strengthened our relationship as a trusted partner who doesn't just close deals but solves complex, nuanced challenges with an eye toward lasting impact.



## Industry-Specific Insights: Solving for Niche Needs in a Global Landscape

This experience underscores what we bring to the table for clients who have Oracle needs: a deep understanding of niche markets and a global network that lets us source beyond local limits.

In an industry where Japanese / English speaking Oracle consultants with dual expertise in SCM and Finance are few and far between, our ability to think globally, act quickly, and maintain relationships that go beyond a single project made all the difference.

# Feeling inspired by the success of Oracle Contractors?


Contact us to discover how we can support your journey in finding the ideal candidates to elevate your team.



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