

Case Study
Ambit Recruitment
Competitive Advantage
Strategic Alignment



Background

T | M | G was invited to assist the newly appointed CEO at Ambit to pull together both strategy and branch diversity. The business was poised for growth in its segment but restrained by a lack of strategic clarity and divergent priorities by State. **T | M | G** was asked to help develop both a powerful and aligning strategy for successfully capturing strong earnings growth. The new CEO was very, very candid in briefing TMG, including setting a stake in the ground for a national management conference in 2 months time.

Business Challenges

Client recruitment priorities and industry importance vary by State in Australia
The outlook for economic expansion in the Australian market was favourable
The organization was an amalgam of several different businesses and still developing the appropriate level of centralized vs decentralized decision making and processes
The Board had set some very challenging targets and there were a range of operational challenges to be overcome to have any prospect of meeting the Board challenges.

The T | M | G facilitated Client Solution

With a high level of trust and a willingness to put in the preparation, TMG's proven model was substantially applied.

The result was a meeting that;

- Had the benefit of almost all relevant information at the table
- Enjoyed substantial engagement derived from the right people having ownership and accountability for their area without surprises
- Was able to focus on dialogue around challenging decisions rather than what decisions needed to be made
- Drive out the skeleton of a committed strategy and the action plans to give the strategy implementation legs
- Experienced very favourable feedback.

TMG Model overleaf...



