

## Managing Director – Diagnostics Organisation

### Client Needs

Taplow New Zealand were appointed by AROTEC Diagnostics, a New Zealand company that supplies premium critical reagents to the diagnostics industry, globally to identify their next Managing Director. AROTEC has the vast majority of major diagnostics companies specialising in autoimmune disease detection as clients around the world, with those customers currently numbering approximately 50, supplemented by smaller customers with the addition of R&D and academic researchers. These are spread across Europe, US, and Asia. The high concentration of business in few customers means customer relationships, service and support globally were of the utmost importance. In 2021, AROTEC was acquired by the Serbia Group, a French based company requiring Taplow New Zealand to work with this global entity with respect to the search process.

### Taplow Solution

Taplow New Zealand undertook an extensive proactive global search process, which unearthed a number of local and overseas candidates who were considered for this role.

### Outcome

AROTEC and Serbia Group were able to appoint a suitably qualified person who was based in South Africa to the role and then Taplow New Zealand assisted our client with obtaining the appropriate immigration requirements.

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