



# From Scratch to Success: How LaSalle Built a Global PMO

Commercial Real Estate

Contract & Contract to Hire

Technology: PMO

*This company helps clients find and lease space, manage property and portfolios, design and deliver projects, and invest in real estate. This organization also offers technology solutions to help clients improve the value and performance of their real estate.*

## CHALLENGES

Lack of existing project management office (PMO) infrastructure and expertise.

In the midst of establishing a new Global division, separating from their Americas division.

## GOAL

Establish a Global digital marketing PMO.



# 11

Placements

- 2 Program Managers
- 9 Project Managers

# 84%

Retention rate

# 4 weeks

Avg. time to fill

LaSalle placed two program managers, who later transitioned into leadership roles, and a team of nine project managers with specialties including UX and marketing. This project's success not only led to further PMO staffing needs from the client's initial program managers but also opened doors to their Americas PMO, where we placed four additional project managers.