

THE
sales
EXPERTS

CASE STUDY

HOW WE IDENTIFIED A LEADING SENIOR
PRE-SALES/SOLUTIONS CONSULTANT
FOR IDENTITY MANAGEMENT PLATFORM
IN 10 WEEKS

CLIENT

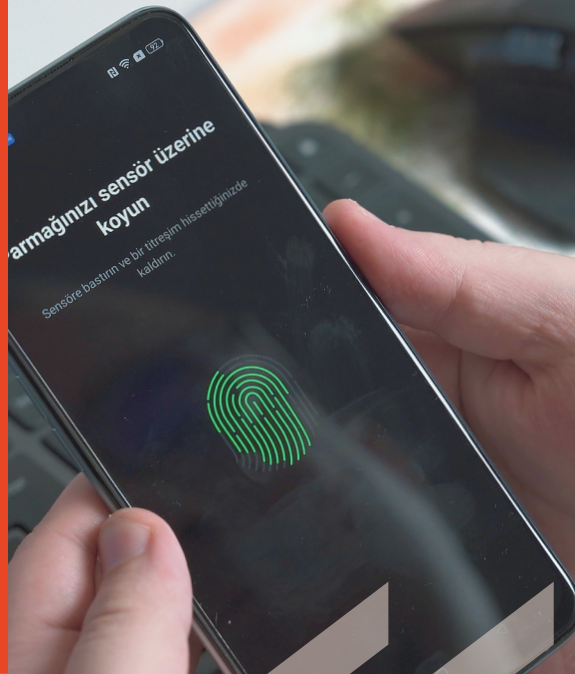
IT Company

SPECIALISATION

Digital ID

SUMMARY

Our client sought an adept professional to champion their global launch, ensuring the seamless integration of their state-of-the-art identity management platform.



KEY STATISTICS

HUMAN RESOURCES

- 1 BUSINESS DEVELOPMENT MANAGER
- 2 SENIOR RECRUITERS
- 6 TALENT ACQUISITION MANAGERS

TOTAL HOURS

242

TIMEFRAME

10 WEEKS

CLIENT

Our client, with its innovative platform, has revolutionized the realm of identity verification. Their core system verifies individual identities and securely houses official documents in an identity wallet. This wallet is acclaimed by users as the best available in app markets, boasting impressive ratings of 4.5 on Google and 4.7 on Apple. Already marking its presence in over 180 nations, our client aims to establish itself as the global leader in identity management.

REQUIRED ROLES

- 1 A Senior Presales/Solutions Consultant/Solutions Architect, situated in the London area, who could catalyze our client's ascent to global dominance.

RECRUITMENT PROCESS

The Challenge. Our task was to find a distinctive individual possessing:

- Proficiency in leading technical presentations and architecture design sessions.
- A flair for demonstrating and substantiating the capabilities of our client's offerings to prospective clients.
- Experience in formulating and executing RFPs/RFIs, in tandem with the sales team.
- Expertise in devising Pilots/Proof of Concept and evaluating the results.
- The flexibility for a hybrid remote working arrangement, with 1-2 office visits weekly to 88 Baker Street, London UK.

We created an exclusive database of professionals in the London vicinity, well-versed in the nuances of presales, solution consultancy, and architectural solutions. Each individual was not only proficient in their domain but also a vision aligning with our client's goals. The salary was set at a competitive £100K, dependent on experience, plus benefits.

Our approach was meticulously crafted to target individuals whose skills and vision mirrored company's objectives. Through comprehensive research, extensive conversations, and an emphasis on the unparalleled growth opportunity our client offered, we engaged with potential candidates.

Each shortlisted candidate underwent a rigorous interview process, with special attention given to their ability to align with our client's values and requirements.

RESULTS

A Senior Presales/Solutions
Consultant/Solutions
Architect



- **Cold Screening of Candidate Profiles**
- Candidates Presented**
- Agency Side Interviews Conducted**
- Client-side Interviews Conducted**

*** Cold Screening represents the initial group of candidates identified as having a potential fit to the search parameters. These candidates were then contacted and those interested in the opportunity were further screened prior to scheduling Agency Side interviews.*

CONCLUSION

The Digital Identity industry faces a dual challenge where Senior experienced Pre-Sales professionals are both limited in number and in exceptionally high demand. That is why this project required thorough preparation, extensive research and enthusiastic pitching of the opportunity to potential candidates.

Tasked with finding an individual experienced in technical presentations and adept in architectural solutions, we gathered a database of 475 professionals who not only possessed the required skills but also shared a vision aligned with our client's global aspirations.

Over a period of 10 weeks, we have placed a Senior Pre-Sales professional with this company who is still working with our client as the business grows from strength to strength. Throughout this experience, we have proved our ability of recruiting for start-ups as well as enriched our client's team with one more top technical sales talent.