

CASE STUDY

HOW WE HEADHUNTED
THREE GLOBAL GROWTH MARKETING
TEAMS IN 10 WEEKS



CLIENT

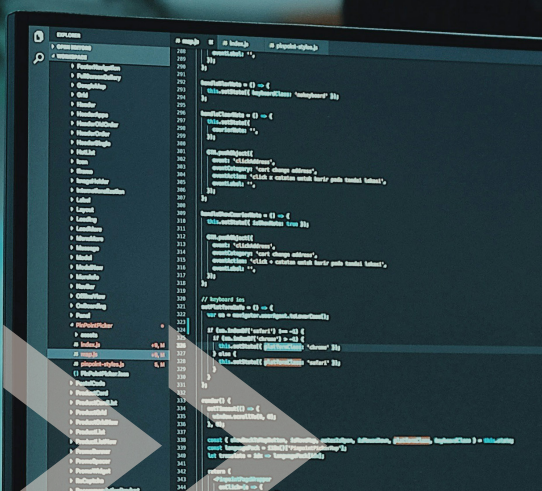
Australian Software Company

SPECIALISATION

SAP/SuccessFactors Payroll
Solutions

SUMMARY

Built three global growth marketing teams in 10 weeks across three continents for SAP partner SpinifexIT, assisting with ambitious growth goals for 2025.



KEY STATISTICS

HUMAN RESOURCES

- 1** BUSINESS DEVELOPMENT MANAGER
- 1** SENIOR RECRUITER
- 2** TALENT ACQUISITION MANAGERS

TOTAL HOURS

142

TIMEFRAME

10 WEEKS

CLIENT BACKGROUND

SpinifexIT is a leading SAP solutions provider specializing in HR and payroll process automation.

The company serves enterprise clients worldwide and is recognized for its technical innovation and outstanding customer support.

REQUIRED ROLES

3 Growth Marketing Managers and **1** SDR in Australia, North America, and Europe. Total: 4 placements across 3 regions.

RECRUITMENT STRATEGY

SpinifexIT needed high-performing marketing talent across multiple time zones, where coordination was critical. We built a focused database of professionals with SaaS and SAP ecosystem experience and engaged over 100 pre-qualified candidates globally through email, LinkedIn, and direct calls.

Each candidate was assessed with a full profile and evaluation report before submission, while scheduling and feedback were managed across APAC, North America, and Europe to maintain momentum. All roles were successfully filled within 10 weeks—two weeks ahead of target.

RESULTS

3 Growth Marketing
Managers and 1 SDR in
Australia, North America,
and Europe



- **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.

CLIENT'S REVIEW

The Sales Experts delivered exactly what was needed: quality talent, fast, and with zero hand-holding. We understood the brief, took complete ownership of the process, and worked tirelessly across time zones to make sure we met our deadlines. SpinifexIT were impressed with the quality of candidates and how smooth the process was from start to finish. The result? Five fantastic hires who are already making an impact in the business.

NICO GASENDO

Senior Human Resources Manager
at SpinifexIT

www.thesalesexperts.com