



Case Study

Client

An early stage technology business with a unique product offering for the water, wastewater, sewage treatment and mining industries.

Brief

Working closely with the CEO the initial focus was on appointing a **Head of Sales** and a **Chief Technology Officer**.

Outcomes

- Drawing on our previous experience within the water and utilities' sector we quickly identified the ideal candidate and within 2 months of the initial briefing discussion, the **Head of Sales** was in post
- The project to recruit a **Chief Technology Officer** required a thorough trawl of the market place and we worked with the client to agree a target list of companies
- In addition to in-depth research activity, we also used our international reach to identify potential candidates
- The final shortlist consisted of a number of high calibre candidates that exceeded the client's expectations enabling it to bring forward its plans for further strengthening the senior management team