

EXECUTIVE Recruit



Case Study

“Executive Recruit
provided us with
solid, impartial
advice and sourced
the right candidate
for us.”

Dawn Mulholland,
Managing Director at New
Era Technology



Key achievements

- After a period of substantial company expansion, **New Era Technology** approached Executive Recruit to urgently recruit a skilled and experienced Sales Director for the business, following a successful placement from its sister company, FD Recruit.
- Executive Recruit **set practical timelines and delivered on them**, efficiently finding the ideal candidate for the role.
- Following this successful appointment, New Era Technology went on to recruit a further three candidates via Accountancy Recruit, another Executive Recruit sister company.
- The Managing Director was extremely impressed with Executive Recruit's **strong levels of communication and efficiency**.

The Challenge



Significant company growth

After a period of significant growth, global technology solutions provider New Era Technology approached Executive Recruit in order to recruit a high-profile Sales Director. Having previously worked with FD Recruit to hire a talented and experienced Finance Director, New Era Technology reached out to Executive Recruit for further recruitment support.

Dawn Mulholland, Managing Director at New Era Technology said: “We are a fast-paced, extremely busy and hardworking company, and needed the right person to come on board to fit well into our team from the outset.” As we were recruiting for a senior position to begin with, we needed to find a candidate who had the right skillset and experience for our company.”

On the back of this successful appointment, Executive Recruit’s sister companies went on to recruit a further three candidates for New Era Technology; a Software Development Director, a Senior Accountant, and a Financial Planning and Analysis Analyst.

The Search



The Recruitment Process

New Era Technology needed to find a highly experienced Sales Director in a very short time frame. After an initial consultation, our recruiter was quickly able to access the type of person who would best fit in with the company with the relevant experience.

In spite of the candidate-short market, our experienced recruiter was able to use his extensive network of Sales Directors to quickly and efficiently source a number of suitable candidates in order to present CVs to New Era Technology. They were offered an array of highly skilled candidates, with eight CVs standing out as an exceptionally well-suited to the company. Five of these impressive applicants went on to interview stage.

“Executive Recruit managed the process very smoothly and seemed to always keep our best interests at the forefront of their minds,” said Dawn. “Through the process they offered us support and advice, dealing with each stage very efficiently.”

Following a successful interview process, New Era Technology found exactly the candidate they were searching for. “The successful candidate is fitting in with New Era Technology extremely well. He has been adding value to the company from day one.” said Dawn.

Our recruiter said: “I really enjoyed working with Dawn to appoint a Sales Director. We worked together very well throughout the process. I kept in touch after the appointment for her aftercare and supported her in the additional roles that our sister company managed as well.”

A top-down view of a large, rectangular puzzle made of light-colored wooden pieces. The puzzle is laid out on a light brown wooden surface. In the center of the puzzle, the text "Why Executive Recruit?" is written in a bold, dark blue, sans-serif font. Several hands are visible around the puzzle, actively placing or adjusting pieces. The puzzle is mostly complete, with a few missing pieces scattered around it.

Why Executive Recruit?

Why Executive Recruit?

New Era Technology was seeking a skilled and experienced professional at a very critical time. With this in mind, they were delighted with their experience and now understand the value of using a specialist recruitment agency. In addition, they were extremely impressed with Executive Recruit's strong levels of communication and efficiency throughout.

Dawn commented: "We needed a recruitment agency that were experts in the field and that could provide us with specialist candidates for interview. They were on-hand to help at all times, presenting us with an excellent selection of applicants from the offset and finding us the perfect match."

"The recruiter listened to our specific requirements and sourced candidates who were highly suitable for the role. He communicated well from start to finish."

"Executive Recruit provided us with solid, impartial advice and sourced the right candidate for us. After such a positive experience, we would definitely recommend them to anyone looking for a specialist recruitment partner."

EXECUTIVE

Recruit

**We'll help you find
the perfect candidate**

If you are looking for an exceptional Sales Director, or another Senior Executive, please talk to us about your requirements.

EMAIL: enquires@executiverecruitment.co.uk

WEB: <https://executiverecruitment.co.uk/>