

CASE STUDY

International Software Automation Company

20

of first 40 U.S. employees placed

8

Highly competitive markets across the U.S.

60%

of top 50 Fortune Global 500 are now clients

1

Now ranked #1 in their industry



Challenge

Small software company of approximately 50 employees in Europe seeks to establish a presence in the U.S. and worldwide. Company does not have the contacts, bandwidth or best practices in place to accomplish this.

Solution

On The Brink Recruiting steps in as the first internal or external recruiting resource and identifies the company's largest area of need: Acquiring technical talent in NYC.

On The Brink Recruiting sources the talent, creates the interview process in conjunction with the company, streamlines the process and places the first 20 out of 40 U.S. employees.

Continuing to work with the company over the next 2 years, On The Brink Recruiting replicates the process in cities such as Houston, San Jose, Washington DC, Atlanta, Chicago, Seattle and Dallas.

Results

On The Brink Recruiting was able to:

- Identify and attract highly qualified candidates in a competitive market
- Sell them on the unique opportunity and create excitement and willingness to interview
- Streamline the interview process, making it fast, reliable and convenient
- Negotiate competitive offers, ensuring they were signed
- Maintain the traits that make the hiring company unique and successful
- Save the hiring company time and money through enhancing their hiring practices

Our Client Today

- Company is the fastest-growing enterprise software company in history
- Scores of offices, thousands of employees and partnerships with the world's best consulting and BPO firms.
- Ranked #1 in their industry
- Secured more than 60% of the top 50 Fortune Global 500 as customers.

Contact Us

If you'd like more information or would like to have a conversation, please contact:

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