

CASE STUDY

Gen AI Data Mining and Process Automation Company

3

Executive Team Members placed in the U.S.

5

Continents with customers

3

Top Venture Capital Firms backing them

1

Ranked as Leader in Business Process Automation



Challenge

European Privately owned Gen AI Process Automation company with less than \$2M ARR and 50 employees seeks to break into the U.S. market. With only 2 customers and 2 employees in the U.S. the stage is set for an uphill battle.

Solution

On The Brink Recruiting engages with the Chief People Officer and CEO to determine a successful course of action. With no presence in the U.S., locating Sales and Marketing professionals are the top priority. On The Brink Recruiting sets out with a plan to locate and attract the unique talent required to ensure success.

Results

In less than 4 months, On The Brink Recruiting:

- Located, attracted, and hired a VP of Sales to help build and run the U.S. Sales force.
- Located, attracted, and hired a Head of Partnerships to secure key partnerships and alliances to further generate revenue.
- Located, attracted, and hired a VP of Marketing to further establish the U.S. awareness and attract future customers.
- Consulted with the CPO and CEO to negotiate competitive offers, ensuring they are signed.
- Saved the company a significant amount of time locating difficult to find talent.

Our Client Today

- Recognized by Gartner and Forrester
- Secured U.S. customers and Partnerships
- Secured additional VC funds because of their early success.
- Established themselves as a leader in their space.

Contact Us

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

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