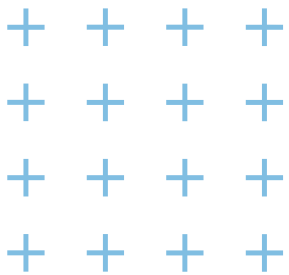


**THE**  
*sales*  
**EXPERTS**

# CASE STUDY

SCALING GLOBAL  
BUSINESS DEVELOPMENT  
IN LONDON WITHIN 2 MONTHS



## CLIENT

FinTech company

## SPECIALISATION

FinTech

## SUMMARY

A rapidly growing FinTech institution initiated a strategic drive to recruit a Business Development Manager in London. We completed search in 2 months.



# KEY STATISTICS

## HUMAN RESOURCES

- 1** BUSINESS DEVELOPMENT MANAGER
- 2** SENIOR RECRUITERS
- 6** TALENT ACQUISITION MANAGERS

## TOTAL HOURS

**198**

## TIMEFRAME

**8** WEEKS

## CLIENT

A rapidly growing FinTech institution was looking for a Business Development Manager in London.

The challenge was to hunt for a candidate who not only fit the technical and experiential requirements of the role but also one who could integrate into the high-performance culture of the company.

## REQUIRED ROLES

**1** Business Development Manager in London

The candidate was expected to have a deep understanding of the financial services industry, with an ability to navigate and develop diverse markets, reflecting company's commitment to exceptional client support and ease of international payments.

## RECRUITMENT PROCESS

The role required:

- Proficiency in international finance and payment systems;
- Expertise in fintech solutions and cross-border trade;
- Strategic thinking with a focus on market expansion;
- Excellent communication skills for stakeholder engagement.

The recruitment approach was tailored to target professionals in the fintech sector with a proven track record in business development and market expansion. The strategy involved:

- A bespoke search within the financial technology space;
- A thorough vetting process including skill assessments and behavioral interviews;
- Strategic positioning of company's growth potential and innovative service offerings.

# RESULTS

## Business Development Manager in London



- \*\*Cold Screening of Candidate Profiles**
- Agency Side Interviews Conducted**
- Candidates Presented**
- 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.*

# CONCLUSION

The successful appointment of a Business Development Manager at our client's company not only met the immediate need for strategic market development but also embodied the company's ethos of innovation and customer-centric service. This addition was a key part of the company's strategic growth plans.