

## Case study:

# Ending a year-long search for an Account Manager in two weeks

A world-leading supplier of laboratory equipment, was struggling to hire an Account Manager to grow its bioproduction team.

The company had the position open for over a year and interviewed multiple candidates, but it proved challenging to find someone with the necessary bioprocess specialisms. After struggling to fill the role, the company partnered with Invenia Group to help.

## Our solution:

We conducted a retained headhunt search focused on mapping out the market to identify all candidates with the relevant experience. We immediately identified a candidate who was already in our bioprocess network that would be suitable for this particular role. The candidate had 16 years of experience at a leading competitor and was a bioprocess specialist.

## Results:

After sending just one CV to the company, we successfully recruited a role for the business that had been open for a year in under two weeks.

Following the successful process and placement, we have since supported the business in its continuing growth in Europe with multiple sales and management positions across Germany, the UK, Nordics, Hungary, Poland and the Czech Republic.