



CASE STUDY

Compliance at the forefront of fintech



Client

The client is one of the Middle East's fastest growing and most prominent fintech firms. They provide a digital card platform for consumers and businesses, offering BIN (Banking Identification Number) sponsorship.



Relationship

This was the first time that we had partnered with the client. After another agency had failed to fill a very specific brief after scouring the Middle East and Europe, they turned to us and our substantial compliance expertise.



Task

Compliance is key

The client was searching for a Chief Compliance Officer who has an absolutely crucial role in ensuring compliance with ADGM regulations as well as local and international regulations around BIN sponsorship.



Solution

Global network. Local talent.

Within two days, we presented two people who were both taken for an interview. However, it was from our Fintech lead's own network that the ideal candidate was found and approached. Searching specifically within the BIN sponsorship market, we headhunted a person already working in the region – someone, importantly, we had a past relationship with. Within a day of speaking to the candidate and submitting her profile, we had an offer on the table.



Results

Halian, from here on in

The speed and success of this initial experience of working with us impressed the client greatly - they witnessed first-hand the depth of our expertise and network. As a result, the client has already offered us exclusivity on any future senior recruitment requirements.

