



CASE STUDY

Securing tech talent for a telecoms giant



Client

The client is a cybersecurity service provider and part of one of the world's leading and most innovative telecoms groups. Based in Abu Dhabi, the group provides solutions to 146 million subscribers across the Middle East, Asia and Africa.



Relationship

The parent company is a long-term client of our enabling tech team. When they purchased our client as their cybersecurity arm, we were put in touch with their hiring manager to start building a new partnership.



Task

From one role...

Our new relationship began with a single role. The same day we received our brief, we shared a CV, and by the end of the week, an offer was on the table. After demonstrating our ability to turn things around with rapid precision, our partnership has gone from strength to strength.



Solution

...comes great things

Since first partnering with the client, we've now closed positions for roles ranging from professional services and internal pre-sales to senior commercial positions and a country director in Saudi Arabia. In fact, our expertise in the Saudi market has been essential. With our regional knowledge, we've provided effective strategies for three hires in the area, with many more to come in the future.



Results

Twenty tech experts and counting

We've now sourced more than 20 people for the client in less than a year. Our candidates have been found in Eastern Europe, the CIS (Commonwealth of Independent States) and more locally. And we've achieved it all against the challenging backdrop of COVID-19.

