Proactive Global

CASE STUDY

SWISSLOG



The Challenge: Hiring at speed, without compromising candidate quality
A relatively limited local talent pool in Virginia meant the company had to expand its search to find the large number of senior, multi-faceted professionals with the combination of senior strategic and operational skills required across revenue, sales, project management, procurement and engineering.



USA
Virginia

30 day-to-hire rate, despite challenges

56
Permanent, senior roles filled over a 12-month period

98%
Retention rate of new hires

Solution

Bespoke business enablement programme

Rapid hiring timelines were achieved by Proactive Global through the creation of a bespoke business enablement programme, ensuring high suitability of candidates.

Results

Revenue growth built on high retention rates

Matching of individuals to their roles had a direct impact on driving impressive revenue growth, particularly as a result of building out the sales team.

"Proactive Global... understood the market, knew where to find top talent, and handled the screening process so our leaders could focus on selecting the right people rather than sorting through volume. That enabled us to move quickly while maintaining a high hiring standard."

Mike Barker, President & CEO, Swisslog Americas

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