

CASE STUDY

Critical staffing & recruiting firm to hire low-level sales language supports

INDUSTRY: FinTech

BUSINESS TYPE: B2C

CHALLENGE

A PE firm VP came to us with a critical need for a specialized recruiter for their fintech portfolio company. As part of their growth strategy for the portco, they were gearing up to expand into more geographies, so they were in urgent need of language supports that could join their sales team. With expansion into the new markets happening later that year, the PE firm urgently needed a temporary recruiter that could hire 10-12 low-level sales individuals that had finance knowledge, fluency in foreign languages, and were located in the Chicago area.

RESULT

Within 24 hours of the initial scoping call, the PE firm and portfolio company were introduced to a PE-grade recruiting firm that had extensive experience in recruiting sales individuals in the fintech industry. The PE firm was able to confidently engage the recruiter and ultimately successfully hire the individuals they needed in order to have full support as they expanded their geographic reach.

SOLUTION

Leveraging our founder's 20 years in private equity, we have extensive frameworks for assessing PE-grade recruiting and staffing needs. BluWave utilizes technology, data, and human ingenuity to pre-map, assess, monitor, and maintain deep pools of recruiting and staffing firms that uniquely meet the private equity standard. We interviewed the PE firm to understand their specific key criteria and then connected the client with the select prevetted recruiting firm from our invitation-only Intelligent Network that fit their exact needs.

“The temporary staffing & recruiting firm BluWave connected us to was great. They have a unique offering and we would definitely use them again in our portfolio.

- Principal at PE Firm