






DISCREET HIGH-STAKES HIRING

Background and challenges

- Fast-growing tech firm headquartered in Zurich
- Secured funding to expand operations nationally
- Discretion in quickly finding top talent to take over the role was required
- Underperformance in a sales leadership role was acting as a drag on growth and undermining ability to leverage funding effectively
- Cost to the business of having an under performer in the role ⇒ CHF 150K



CONFIDENTIAL TOP TALENT SEARCH

-  Using FOUND, the CHRO matched with sales leaders that perfectly met their criteria
-  Precision matching resulted in 100% of the talent profiles suggested being selected for interview.
-  Discretion and confidentiality were paramount with the CHRO controlling the timing and details of information disclosure throughout the process
-  Successful hire of a Sales Leader, effectively driving growth 5 months into the role.
-  Saved over CHF 25K in traditional recruiter fees

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CHRO
LEADING FINTECH FIRM

“Finding THE right person for this critical role and doing so discreetly was essential to us managing the transition smoothly. FOUND made this possible, easing a difficult and risky situation”