



CASE STUDY:

Auvesy -MDT

OLIVER GRONAU
CHIEF COMMERCIAL OFFICER

COMPANY PROFILE

FOUNDED	2007
MARKET	DATA MANAGEMENT
HEADCOUNT	151 -100
FUNDING LEVEL	PRIVATE EQUITY
WEBSITE	auvesy-mdt.com

BUSINESS RELATIONSHIP

Strive were introduced to Auvesy through their Private Equity investor, HG Capital, following an investment of £7.4 million. Initially recruiting for their GTM team in Germany, Strive were Auvesy's first external recruitment partner - and following the creation of a valuable relationship, were quickly requested to work on a retained basis to help scale their US team, following an acquisition of MDT.

Working with the Hiring Managers across both countries, Strive supported Auvesy in mapping their candidate market and used market intelligence obtained on their behalf to help benchmark and improve their Value Proposition.

AUVESY-MDT

PROJECT OVERVIEW

- 6 x Enterprise Account Managers
- 6 x Enterprise Account Executives
- 3 x Sales Engineers
- 1 x Sales Director
- 1 x Channel Marketing Manager
- 1 x Lead Generation Marketing Manager
- 1 x Content Marketing Manager
- 1 x Partner Manager
- 1 x Business Operations Manager
- 1 x Senior Lead Generation Specialist
- 1 x Presales Consultant

THE OUTCOME:

100% Fill Rate

1.3 : 1 CV to Interview Ratio

4.5 : 1 CV to Placement Ratio

4 WEEKS Average Time to Hire

CLIENT FEEDBACK.

We consulted with Strive to help scale the business following investment from HG Capital.

We found Strive to be proactive and highly customer orientated. We know recruitment can be stressful but Strive proved to be agile and able to find the common ground of success with us.

The team were great to work with, providing a diverse list of candidates for each role with the right background and experience.

We particularly liked their approach to the market, all of the candidates who we interviewed through them spoke highly of their initial outreach and knowledge of Auvesy, we feel confident in their ability to articulate our value proposition, product and vision.

OLIVER GRONAU, CHIEF COMMERCIAL OFFICER

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