



EXECUTIVE SEARCH CASE STUDY

# Open GI

**BERNADETTE PELSTER**  
CHIEF PEOPLE OFFICER



## COMPANY PROFILE

|               |                |
|---------------|----------------|
| FOUNDED       | 1979           |
| MARKET        | FINTECH        |
| HEADCOUNT     | 251 - 500      |
| FUNDING LEVEL | PRIVATE EQUITY |
| WEBSITE       | opengi.co.uk   |

## BUSINESS RELATIONSHIP

OpenGI were acquired by Montagu, a Private Equity firm. Following the Acquisition, their product changed from services and hardware to a SaaS platform, and this required a new CEO and CSO to join the business.

They needed individuals who had gone through a high growth journey and due to a number of key elements to the roles, these were extremely niche searches and required a robust methodology.

As experts in C Suite recruiting in the UK SaaS market, Strive were instructed by Montagu to hire both the CEO and CSO.



## CLIENT FEEDBACK.

I have worked with Strive on a senior exec level role and would have no hesitation in using them again or recommending to others.

Strive have a great balance of professionalism and familiarity which means you can work closely, smoothly and with agility with them whilst also knowing they are taking care of business.

Strive are patient, flexible and look to solve the inevitable hurdles and challenges that come with executing a complex exec level recruitment process. They have an obvious deep understanding of modern technology, sales and what good looks like.

Thank you, Strive for being such collaborative and authentic recruiters - it was a real pleasure to work with you!

**BERNADETTE PELSTER, CHIEF PEOPLE OFFICER**



## PROJECT OVERVIEW

- Chief Executive Officer
- Chief Sales Officer

## SERVICES DELIVERED

- Full Executive Search
- Psychometric Profiling
- Full Referencing Checks

## THE OUTCOME:

100% Fill Rate

1.6 : 1 CV to Interview Ratio

8 : 1 CV to Placement Ratio

16 WEEKS Average Time to Hire

BOOK A CALL

[scalewithstrive.com](https://scalewithstrive.com)

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