



CASE STUDY:

Xeneta

NICOLAI STOLTENBERG BJAANÆS
TALENT ACQUISITION MANAGER

COMPANY PROFILE

FOUNDED	2012
MARKET	LOGISTICS INTELLIGENCE PLATFORM
HEADCOUNT	101 - 250
FUNDING LEVEL	SERIES D - \$137M TOTAL FUNDING
WEBSITE	xeneta.com

BUSINESS RELATIONSHIP

Xeneta were introduced to Strive by their VC, Creandum, when they needed expert with two Senior, and confidential, Marketing hires.

Xeneta had tried to fill these roles internally but were struggling to identify quality candidates and recognised the need for some external, specialist support.

After extensive market mapping and screening, Strive submitted 16 suitable candidates to Xeneta, allowing them to be confident they were hiring the top profiles for these important roles .

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CLIENT FEEDBACK.

We worked with Strive to hire two senior marketing leaders for Xeneta and they did a great job!

Strive have in-depth knowledge of everything related to Commercial roles: the market, the candidates, the needed competencies, compensation, etc. They are also experts on growth and scale-up companies and their requirements for quick delivery in uncertain environments.

The co-operation was seamless and the communication was always clear, proactive, and efficient – and throughout, Strive managed to be a trusted advisor that both challenged and guided us to make sure we arrived at the best possible hire.

On top of that, they made the entire experience enjoyable with their energy, insight, and sense of humour. I highly recommend them!

NICOLAI STOLTENBERG BJAANÆS,
TALENT ACQUISITION MANAGER

XENETA

PROJECT OVERVIEW

- Director of Demand Generation
- Vice President of Marketing

THE OUTCOME:

100% Fill Rate

1.3 : 1 CV to Interview Ratio

8 : 1 CV to Hire Ratio

10 WEEKS Time to Hire all Roles

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