

## CASE STUDY

# SaaS FIRM NEEDS ACCOUNT EXECUTIVE, LIKE, YESTERDAY

## THE CLIENT

An Australian based SaaS firm with a history of over 20 years of award-winning technology is continuing to grow market share in the US.

## THE ROLE

With a sudden shift to remote work, this client saw an immediate jump in demand for its offering and needed to hire another experienced Account Executive as a result. Quickly.

## THE CHALLENGE

No one aspect as this search was a 'true challenge.' It was about balancing the client's desire for speed while also incorporating their 5-step hiring process (for real!) while requiring niche sales experience to facilitate immediate ability to close clients given the unexpected surge in demand.

## HOW RHODES WOLFE PARTNERED

After a thorough intake we set out to cold contact the entire pool of qualified candidates given the geography of the search. We also, of course, aggressively advertised the role.

## RHODES WOLFE RESULTS

While it took a while to work through the 5-step hiring process, we ended up presenting the hired candidate in less than a week of our intake. We also submitted two others that were 'hire ready' within 2 weeks of starting. We stopped there because an offer was accepted.

## WE'D LIKE TO PARTNER WITH YOU

We help our clients get talent with our focus on alignment through custom-built searches, pay-you-if-the-search-fails guarantee, and 15-month placement backing. If you need a true partner to work on your search, [contact us](#).

## From the Search Consultant

The client clearly detailed their ideal hire and was able to hire as soon as that person was presented. Everyone is always happy when that all happens in less than 2 weeks!



**Region**  
East Coast



**Industry**  
SaaS



**Role**  
Sales



**We Pay You!**  
If we don't fill the role



**Placement Guarantee**  
15-months