



Permanent Recruitment Case Study

Company : **Fox Technologies**

FoxT, the leading provider of complete enterprise access management solutions, has been rapidly growing the EMEA business. In order to aid this expansion, the VP of Worldwide Sales approached Acumin Consulting, aware of its expertise in Information Security recruitment, to gain a better understanding of its capabilities to support FoxT's growth.

Our needs were very specific and our timescales short; however, we felt we needed a different partner to help with our recruitment. Acumin's capabilities are well known in the market and its strong reputation is well deserved.

Richard Ellis

To support its expansion, FoxT identified the need for a Senior Sales Executive. Richard Ellis, VP of Worldwide Sales, signed an exclusive agreement with Acumin to retain the search for the new hire due to a mutual understanding and solid business relationship between the two organisations. Acumin took the time to understand FoxT's current global changes

Acumin took the time to thoroughly understand our needs and processes, and more specifically the culture and style we wanted to operate with. This convinced me to sign an exclusive agreement to hire for this position. Following a rapid search, and despite difficulties created by poor weather and holiday periods, we were able to fulfil the position successfully, in record time.

Richard Ellis

including EMEA expansion, and worked with Ellis directly to establish the requirements of the new Sales Executive role.

James Foster, one of Acumin's leading Consultants, maintained regular contact with FoxT throughout the process while using his extensive and esteemed network of candidates to source numerous suitable applicants for the position. Following a rigorous 360 degree interview process and reference check, which included several face-to-face interviews at the UK office and conference calls with counterparts and Senior Management in Sweden and the US, the successful candidate, Andrew Donaldson, was selected.

James was extremely proactive when organising the interviews; everything was arranged and followed up in a timely manner. He took the time to thoroughly listen to all my requirements and managed my expectations extremely well. If I ever need to use an agency in the future, I would definitely return to Acumin. It is a very professional agency; the best I have come across.

Andrew Donaldson

Donaldson was chosen for the position due to his unparalleled sales experience across the required geographies, his track record of consistent over achieving, an extensive pre-built network and his perfectly aligned understanding of FoxT's technical domain.

The Senior Sales Executive role ticked all the boxes, I couldn't have asked for a more perfectly matched position with plenty of variety and excitement.

Andrew Donaldson

Donaldson continues to thrive in his role at FoxT. To continue to aid growth plans across EMEA, FoxT intends to continue to work with Acumin to fulfil its technical and sales recruitment requirements.

Acumin is the leading provider of Information Risk Management staff in the UK. Established since 1998, our specialist team of consultants have unrivalled knowledge of the Information Security, Business Continuity, Storage and Data Protection markets. We supply both permanent and contract staff at all levels to industries spanning all sectors from first tier banks to global consultancies across EMEA.

Telephone:
+44 (0)20 7987 3838

Facsimile:
+44 (0)20 7987 8243

Email:
info@acumin.co.uk

Web:
www.acumin.co.uk

Acumin Consulting Limited, Suite 22, Beaufort Court, Admirals Way, London E14 9XL



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