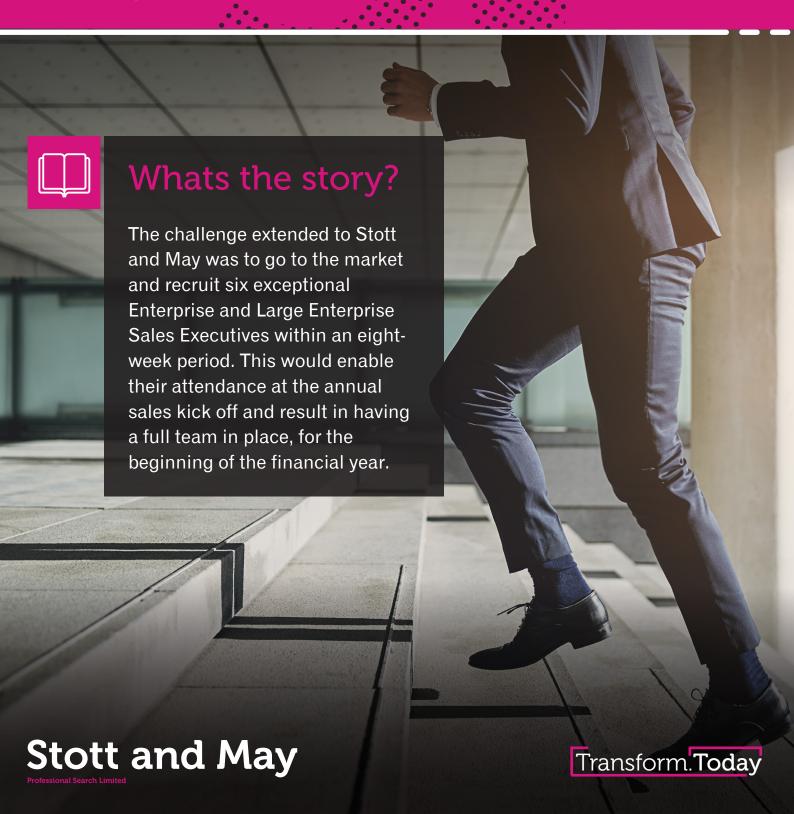
## **VERITAS**

# Veritas deliver on time sensitive recruitment drive

Case Study





# deliver.

### THE TIPPING POINT

#### The assignment

Veritas engaged with Stott and May to map the competitive market. The search criteria included candidates that: consistently overachieve against target (120% +), have domain experience in information management and can engage successfully with senior business contacts.

#### The data



Total CV's sent





Total panel



Offers of employment: 10



Placements made in eight weeks: 9 (target: 6)



7 out of 9 hires joined on lower OTE's

#### The result

The new hires from this initial assignment are already adding value to the business. The highest performer has delivered 230% of target in FY16. On the back of this success, Stott and May have gone on to place 45 candidates with Veritas over an 18-month period - including 21 territory account managers across 15 countries.



# partner.

#### THE FEEDBACK.

Here are just a few features of our service that Veritas have really valued over the course of our partnership to date.



#### Mapping the market

Defining key competitors, sought after skills in adjacent markets and salary benchmarks was the key to a targeted search.



#### Pan EMEA coverage

The ability to source high quality candidates across geographic boundaries (15 countries in total) was critical in building out the new EMEA Field Sales team.



#### **Comprehensive processes**

Our tight control of the search process enabled Veritas to accelerate time to hire. From the 47 offers made to date only 2 have been unsuccessful.

"Of the nine people we have hired, only one was actively in the market, looking for a new opportunity. Without retaining Stott and May, it would have been almost impossible to reach the exceptional, 'passive' candidates we have now hired."



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#### ABOUT STOTT & MAY.

Founded in 2009 Stott and May are a professional search firm with a passion for helping leaders achieve complete confidence that they have hired the right talent, first time in fiercely competitive markets. We believe you should never have to make the choice between quality of candidate and time to hire.

As a result, our business has been founded on the principle of offering a premier standard of search service delivered in vastly accelerated timescales, that our competition simply cannot match. Because after all this is about more than just recruitment, it's about turning your business vision into reality.

