comeet

ISSUE BRIEF

Global fintech company establishes U.S. presence with **22 new hires** in 2.5 months

THE PROBLEM

Global fintech company, DataRails, leading provider of next generation financial reporting for SMEs, wanted to expand into the U.S. market. They needed to build U.S. based sales and support teams to make this happen. DataRails didn't have any relationships with U.S. recruiters and also didn't have experience recruiting in the U.S.

What DataRails Was Looking For:

DataRails was looking for a true global hiring partner that understood their home culture as well as American culture. This was important in order to build sales and support teams that reflected the essence of their company and would be accepted in the American market.

> We needed a hiring partner that knew how to hire in the U.S. market and that was savvy in global cultures. That's what Comeet excelled at. The Comeet Elastic Recruiting team is very globally minded.
>
> *Filip Vrnoga, DataRails, People and Talent Manager, U.S.*

DataRails' HR and recruiting team was very busy and didn't have the bandwidth to effectively recruit and hire in the U.S.

> Our team was completely inundated with work, so from a headcount perspective, we needed more people to recruit and hire these new roles in the U.S. Comeet is great because it's very plug and play and can provide ad hoc recruiting and hiring services. They provide a safe landing for companies that are global and transitioning into the U.S." Filip Vrnoga, DataRales, People and Talent Manager, U.S.
>
> *Filip Vrnoga, DataRales, People and Talent Manager, U.S*

THE SOLUTION

DataRails came across **Comeet Elastic Recruiting**, a global recruiting and hiring solution with U.S. and international experience. Not only did Comeet have the cultural savvy DataRails was looking for, we also had a successful track record of building strong sales and support teams.

Here's what Comeet Elastic Recruiting offered to DataRails:

- ✓ American and global recruiting and hiring experience
- ✓ Ability to take on the U.S. recruiting function quickly
- ✓ Track record of building successful sales and support teams in the American market
- ✓ Experience creating and implementing effective hiring processes quickly
- ✓ Technology and hiring process design expertise
- ✓ Lower costs compared to traditional recruiters
- ✓ More flexibility than RPOs (Recruitment Process Outsourcing)

The Results:

The tangible results include DataRails hiring **22 sales** and support employees in approximately 2.5 months.

A significant non-tangible result includes building a lasting hiring process that DataRails' current in-house recruiting and hiring team could build on.