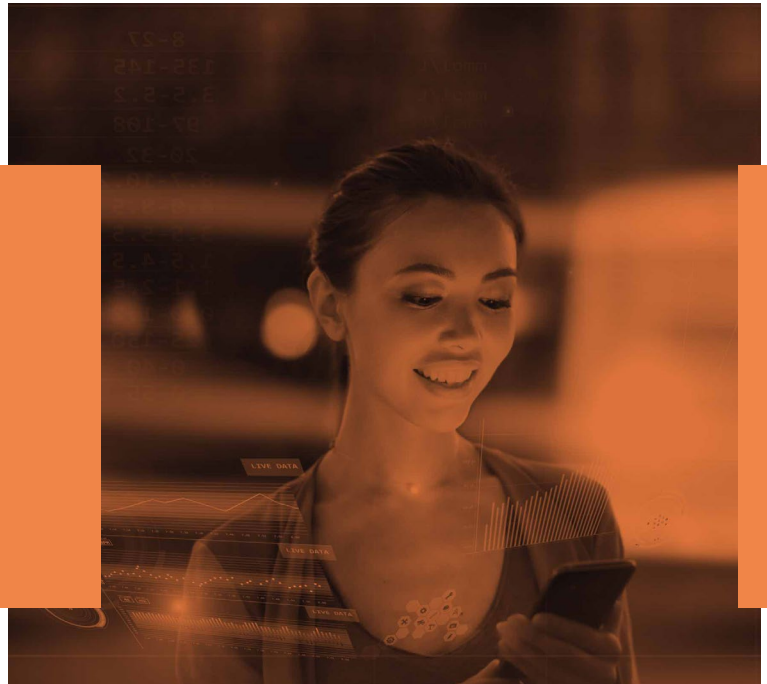


CASE STUDY

# Collibra

Talent Acquisition for Senior Sales individuals across EMEA



## Challenge

Due to Alto's experience of building Scaleup vendors in the Data/Analytics marketplace, we were selected by Collibra to support during a major period of growth.

-  Talent Acquisition team already stretched
-  Need for additional support for a period of time
-  Challenging and competitive hiring market place
-  Wanted "A Star" players

## Solution

By selecting Alto's Agile solution, Collibra had the comfort that they were getting a dedicated team that was ingrained in the Data/Analytics market place and would work with them to ensure that all hiring targets would be met.



Collibra had full access to the Alto Talent pools and the Alto Talent Consultants identified and built comprehensive target talent pools across a number of territories.

A rigorous and structured process was then launched to approach all potential individuals to position Collibra as the employer of choice and to present the top percentile of sales achievers to the Collibra Management team.

“ The team at Alto have deeply ingrained knowledge of the data and analytics marketplace and understand the challenges faced by early and growth stage companies who are looking to scale in new regions.”

**Jasmine Taylor, Senior Manager – Talent Acquisition**

## Result

- ✔ Talent mapping and candidate identification was on average 10 working days.
- ✔ The subsequent time to hire (from brief to contract signature) was 6 weeks.
- ✔ Successful hires made in multiple countries

Contact us today to see how we can help you build your international presence