

CASE STUDY

Marlin Equity Partners

Marlin Equity Partners is a global investment firm with over \$8.1 billion of capital under management – the majority of which within the technology / software marketplace.

The firm focuses on corporate divestiture, turnaround, growth equity and buy-and-build investment opportunities in the US and across EMEA.

We have an exclusive agreement for all technology & software vendors associated with the Marlin portfolio.



Notable projects

LENGOW

French E-commerce automation solutions vendor.

- ✓ **Market Intelligence Report** – including Talent Mapping, Salary Benchmarking & Office Location consideration elements.
- ✓ **New Territory Launch (DACH)** – Launch and build of complete new business unit for Germany. 8 multi-discipline (sales, pre-sales, marketing, support, customer success) hires completed, including the hiring of the General Manager DACH.
- ✓ **UK Team leadership & growth** – Hiring a new Country Manager UK, plus Account Executives.



Danish cybersecurity solutions vendor.

- ✓ **Strategic CRO search project** – critical CRO hire for the senior leadership team.



Pentalog

Leading European Software Services company.

- ✓ **Senior Sales Hiring** – Sales Director UK, Sales Director Germany & Sales Director US.

medius

Swedish global provider of cloud-based spend management solutions.

- ✓ **Global VP Strategic Alliances** – responsibility for the growth of the global partner business.

learningpool

A full-service online training provider and leader in the learning technology markets.

- ✓ **Technical Team Building** – Data Solutions Architect and Data Solutions Engineer hiring in the UK.

Silobreaker

European risk and threat intelligence SaaS solutions vendor.





- ✓ **Sales & Pre-Sales UK Hiring** – Two strategic UK hires for a small team in a highly competitive marketplace.

Challenger

Global leader in sales training, technology, and consulting.

- ✓ **Key Account Executive Hiring** – Strategic search for individuals with consulting backgrounds.

Needs & challenges

-  Specialist Talent Management support for the portfolio companies associated with Marlin Equity Partners
-  Key hire requirements in aggressive timescales
-  Inexperienced or stretched existing TA resources
-  Challenging hiring projects in a competitive talent landscapes

Solutions

-  **Momentum**
Your international solution, as agreed with Lengow.
-  **Agile**
Your on-demand multi-hire solution, as agreed with Lengow.
-  **Select**
Your key hire solution that forms the basis of the Alto x Marlin agreement.
-  **Summit**
Your executive search solution, as completed with Heimdal.

Results

✓ **100%**
hires made

✓ **Time to source**
10 days on average

✓ **Time to hire**
6 weeks on average

Venture capitalist and Open Innovation
Talent Management Support Specialists

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