

SourceWhale helps executive search firm accelerate recruitment on a global scale

Professional and executive search firm Stott and May partners with some of the most disruptive technology-focused businesses in the world, enabling it to find and recruit the talent it needs to fuel growth. Given market instability due to Covid-19, hiring new consultants was risky and as a result, the firm needed a best-in-class tool to ramp up its delivery capabilities while remaining hyper-targeted in its approach.

With offices across London, Reading, Los Angeles and New York, it was important that whatever solution Stott and May chose was easy to use and onboard for its 100+ consultants around the world. Thanks to SourceWhale, the firm has been able to save its consultants 7 hours a week leading to:



Multiple placements



Higher job satisfaction and retention



Better candidate and client experiences



The team walked us through the differences between SourceWhale and our existing sequencing tool. Straight away it was clear that SourceWhale's best-in-class technology could help solve the problems we were facing - the team have thought about every eventuality.



James Canosa
Director, Stott and May



Location: London
Size: 150+
CRM/ATS: Bullhorn
Tech stack: Cube19, LinkedIn
Website: stottandmay.com



The challenge

The team at Stott and May found themselves increasingly frustrated by the lack of functionality provided by their current email sequencing tool. With usability high on their agenda, they needed a tool that was:

- Easy to adapt
- Worked well with existing tech
- Achieved a quick ROI

Integrating seamlessly with the firm's current tools, SourceWhale's market-leading technology allowed Stott and May to customize its contacts, build hyper-personalized messaging sequences and coordinate outreach across multiple channels.



The results

To ensure maximum results across its global team, Stott and May received tailored onboarding over an initial three-month period. Working alongside Bullhorn, LinkedIn and Cube19, SourceWhale now saves the firm's consultants invaluable time via automatic data syncing and activity tracking within its ATS.

Thanks to SourceWhale, Stott and May's consultants now have more time to spend on the human aspects of their work leading to higher job satisfaction and business retention for the firm as a whole.

Organize and accelerate your recruitment process

SourceWhale is the only recruitment engagement platform teams need to execute their daily activities, find pipeline insights and nurture relationships at scale - all from a single place.

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