

## Introduction.

The client is a Cloud-led Managed Services Provider and has been delivering solutions across Cloud, Data, Cyber Security, Networking and Agile Workspace services for the past 15 years. They're one of the UK's leading MSPs, with an impressive £100 million revenue.

## Challenge.

With plans to continue their growth and the development of their cloud practice and the business overall, they found themselves in need of several senior key hires to make this possible. As a private equity backed company, they needed to scale and grow quickly and to effectively "get it right first time".

The General Manager of Cloud Services felt they needed to work with a recruitment specialist who understood the MSP industry and the potential challenges they were facing and could face in future, such as talent shortages to fast-growing PE backed business, to find the right senior employees they required.

## Solution.

During their initial meeting with the General Manager, the Concept team was able to showcase their extensive understanding of senior candidates, the potential challenges within the MSP industry and the client's ambitious growth journey. They also demonstrated their ability to find potential candidates with the soft skills, experience and culture fit that were aligned to their requirements. This is something that was of "paramount importance" and this gave them confidence in the Concept's team abilities to find them the candidates they needed.

## Outcome.

The Concept team used a proactive approach to find all of the senior key hires required by the client which helped to grow and develop their cloud services team and in turn, aid their overall business growth plans.

Concept's ability to vet the candidates ensured the client only spent time on candidates that were not only qualified, but also fit the company culture, which significantly helped the General Manager during the process. The team understood that the more senior the role, the more key it is was to map the candidate's style, approach and experience to Six Degree's problems and needs and didn't rely on just the job title or lower level functions alone.

Thanks to the success of this project, the Concept team have been able to build a trusted, open and honest working relationship, and have since helped them to find a number of key hires across; Director of Professional Services, Azure Consultants, Solution Architects

\*winners of the Microsoft Partner of the Year Award for "Modernize Finance & Operations"

**If you'd like to know more about how the Concept team can help your business, please get in touch with Robert Taylor directly.**

✉ [robert.taylor@conceptresourcing.com](mailto:robert.taylor@conceptresourcing.com)

☎ 01384 245 869

