

Case Study – Jeeves

THE OBJECTIVE

Jeeves is a fintech company that provides an all-in-one expense management platform, in the form of a corporate card, for global startups.

Following their Series B, they engaged us with the objective of building a European team of up to 40 professionals.

CHALLENGES

The General Manager EMEA and the Global Head of Talent Acquisition faced several key challenges in achieving this result

Including:

- Not having an internal talent acquisition team in EMEA (and the time it would have taken to build one from scratch)
- Not having a developed candidate network across key European markets
- Management not having the capacity to focus on recruitment, given other core business objectives

THE SOLUTION

Jeeves required a solution that could allow them to scale at pace in a cost-effective manner, whilst maintaining a high bar for their quality of hire. So, they turned to Gigstart's Talent Partnership Solution.

This included:

- Embedded recruiter: A dedicated recruiter embedded in the team and culture of the business, managing the full end-to-end recruitment process
- Best-in-class technology: Set up and management of ATS system (Lever) and candidate database, and providing market-leading sourcing technology to uncover top talent
- Scalable pricing: Flexible monthly subscription pricing and reduced performance fees
- Employer branding: Development of marketing materials and candidate messaging



JEEVES
Karla Brantley
Head of Global
Talent Acquisition

"Partnering with Gigstart gave us the immediate ability to scale quickly in region, while maintaining a high bar for our quality of hire"

"Working with Gigstart is a true partnership. They're incredibly attentive and act as an extension of your own internal team, with the goal to represent you and your company to the best of their ability. I cannot recommend them enough if you're considering a recruiting partnership."

RESULT

So far, we have helped Jeeves to hire 17 people in less than 6 months, all of whom are still with them today.

Once the project is completed, we would have saved Jeeves £240k on recruitment fees, a 50% reduction when compared to the traditional agency model.

The divisions recruited across were:

- Sales
- Account Management
- Finance
- Customer Service and Operations
- Marketing