

# ARCADIS gen

## CASE STUDY

### ABOUT ARCADIS GEN

Arcadis Gen are a disruptive and rapidly scaling SaaS organisation revolutionising the future of digital asset management, sustainability and resilience technology.

Backed by a \$3bn revenue, 27,000 person leading build and natural environment powerhouse Arcadis, they demonstrate digital leadership to create digital and application-based solutions in the US, UK, and Europe, for major transport and utility customers, among other sectors.

### CHALLENGE:

Arcadis Gen needed to quickly build a highly specialist sales and marketing team from scratch, at pace and without compromise. Sector and domain experience was an absolute must, so a very detailed search and selection process was required. Venditio scoped out the project with Gen and offered a fixed price for hiring all 9 roles using our StackHire solution.

### RESULTS:

We completed the project ahead of time and were able to make overall cost savings of \$86,000 for the project. We saved hours of hiring managers time due to our efficiencies with only 3 candidates interviewed per placement. We guaranteed all hires for 12 months for maximum return on investment and security. The project was completed with 9 successful hires made across the UK & USA.

### ROLES INCLUDED:



Senior Sales Executive  
(UK & US)



Product Marketing Managers

### SUCCESS METRICS:



9 hires, 3  
introductions per  
placement



100%  
success rate



Total project cost  
saving of \$86k



Hours of hiring  
managers time  
saved



*I wouldn't hesitate in recommending Venditio to help scale your SaaS revenue engine. Working to complement our in house recruitment team, their methodology gave confidence they were taking a broad and inclusive view of the market to present high quality candidates, for those difficult to fill roles, that fulfilled the demanding briefs of our team. The quality of the candidates helped reduce selection time and the results are already starting to speak for themselves.*

**- Mike Rose, Chief Revenue Officer**

**VENDITIO.**

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