



OLIVER PETERS



Pipefunnel

Scaling innovative clients across the globe Via Pipefunnel

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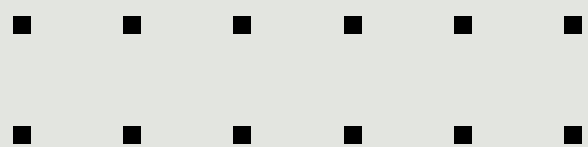
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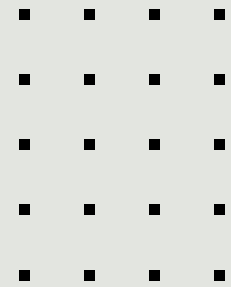


ABOUT PIPEFUNNEL

Pipefunnel is a lead generation consultancy business that provides outsourced end to end sales to global companies

Pipefunnel





THE CHALLENGE

- **Mission**

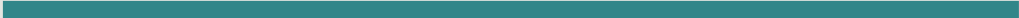
Secure and scale Pipefunnels core clients by providing high calibre tech talent across the EU and MENA region

- **The Challenge**

Oliver Peters was brought on to support hiring for one of Pipefunnels most trusted clients tech teams as the company in question prepared for a massive 65%+ year-on-year growth in the MENA region and required support at speed.

At the time, the client's internal recruiters were stretched thin, and the team needed top-of-funnel support to boost pipelines in the GTM (go-to-market) space.

Growth was a key focus in the company across the MENA region, and headcount plans were front-loaded for Q1. The client's team was not resourced effectively to hit future goals and needed extra support to ramp up hiring.





SOLUTION



The Oliver Peters team sat down with 3 Tech Leads with the client in question to identify core values and tech stacks used.

OP quickly advertised, sourced Via 5+ tools utilised in house to generate a number of qualified profiles across EU + MENA.

Key hiring areas included: DevOps/SRE, AI/ML, Software Dev, Solution Architecture & Pre Sales Architecture.



RESULTS



16%

Conversion
From outreach to offers



266%

Growth
Outreaches to offers



225%

Scale
Increase in headcount

"I trust and lean in on Oliver Peters to source and qualify profiles and manage the entire process for my reputable clients, not just a recruitment firm but a partner in many respects ; providing Data and Market Insight and high calibre profiles all in one"

OUR SERVICE

- DEDICATED ACCOUNT MANAGER
- DEDICATED RESOURCER
- CONSULTATION ON VACANCY
- ONLINE PORTAL (ATS)
- JOB ADVERT WRITING
- PREMIUM JOB BOARD MARKETING
- SOCIAL MEDIA MARKETING
- LINKEDIN RECRUITER & JOB SLOTS
- CANDIDATES GRADED & FILTERED
- CANDIDATE PROFILE BUILDING
- CV DATABASE SEARCH & CONTACT
- PRE-INTERVIEW SCREENING
- ALL INTERVIEWS MANAGED
- EMPLOYMENT OFFER NEGOTIATION
- CANDIDATE ON-BOARDING SUPPORT



CONTACT US



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