



## The Challenge

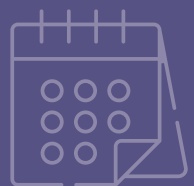
QuickOrder are a Danish SaaS company. They provide IT solutions to the hospitality industry and were looking to expand into the UK market.

In the beginning QuickOrder did not have any office space or infrastructure in that location and needed a native country manager to build their UK division. The plan was to achieve this through generating sales and recruiting a team.

## How We Helped

We used our Talent at a Higher Level process and methodology to find candidates that would best suit the brief from QuickOrder. Initially, we submitted 6 quality candidates which then resulted in 5 moving into the 1st stage, 4 into the 2nd stage and 3 into the final stage.

A member of the durhamlane team facilitated and attended the interviews to ensure QuickOrder selected the best candidate for the role. From this, QuickOrder appointed 1 UK Country Manager and 1 Business Development Manager.



**20**  
Working  
Days



'Talent at a  
Higher Level'  
Methodology

