



The Challenge

Seequent are world leaders in the development of data visualisation software, with a focus on the mining, energy, civil and environmental industries. They initially approached durhamlane with a need to find the most suitable candidate for a highly specialised role.

How We Helped

Although durhamlane are specialists in recruiting for sales/commercially-focused roles, we were able to efficiently adapt our 'Talent at a Higher Level' methodology in accordance with the brief provided by Seequent. This enabled us to execute an effective headhunting strategy in an extremely technical and complex business environment.

The initial engagement demonstrated to Seequent that the durhamlane methodology is able to deliver a high calibre of candidates despite numerous challenges. As a result, Seequent have since re-engaged with durhamlane to recruit for a number of highly specialised roles, including Technical Analyst and Geospatial Data Management Specialist.



5
Candidates
Successfully Hired



'Talent at a Higher
Level' Methodology

Positions hired for:



Regional Business
Development
Manager



Business
Development
Representative



Geospatial Data
Management
Specialist



Technical
Analyst



Account
Executive



"We gave durhamlane a brief that was as detailed as possible but most probably had some parts missing. They took this and came back with multiple candidates that all fit exactly what we were after, even though the brief and role was not a standard run-of-the-mill job description but quite specialised."

- Luke Stewart, Regional Director