

**S SolutionsDriven**

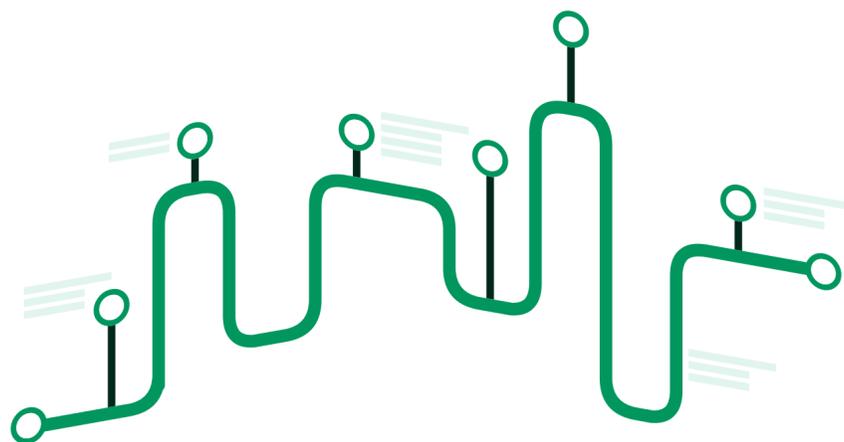
# **AKTANA CASE STUDY**

**AKTANA**

## SolutionsDriven

Based in San Francisco Aktana helps life science companies commercialise their products by getting the most out of artificial intelligence (AI).

Their platform uses machine learning algorithms to enable marketing and sales teams to optimize their engagement with prescribing physicians.



 SolutionsDriven

**AKTANA**

Supports 100 brands

.....

Works with half the world's top  
20 pharmaceutical companies

.....

8 global offices

**New York || San Francisco ||  
Philadelphia || London || Barcelona  
|| Tokyo || Osaka || Shanghai**



## **The Problem**

Aktana were looking to expand further into Europe, growing their Customer Success department there.

They were searching for some really technical roles but also candidates who could help lead their growth, win business, and build a European hub for the company.

Aktana had been working with local agencies but were still having trouble finding candidates of their required calibre to fill their business critical roles.



## **The Solution**

Following an introduction through a mutual friend, Aktana began talking to the Solutions Driven team who had experience of hiring in their location and industry.

They were quickly reassured that Solutions Driven could fill their roles.





*“Solutions Driven’s well defined process was outlined at the beginning of our engagement and executed flawlessly.*

*It provided predictable timelines and produced excellent candidates with limited effort from me.”*

**James  
Anderson,  
Chief Customer  
Officer, Aktana**





## **The Results**

Solutions Driven provided Aktana with six suitable candidates who fit their desired criteria within three weeks.

*“We were only looking to fill one role at the time.*

*However, due to the quality of the candidates they brought forward, we hired a second person who also fit another role we were looking for.”*

# SolutionsDriven

Through forensic investigation of the passive market and Solutions Driven's unique 6S and 6F processes the whole process was completed within eight weeks.



FIT



FREEDOM



FAMILY



FUN



FORTUNE



FUTURE



## **An ongoing partnership**

The initial hiring process was so successful that Aktana and Solutions Driven entered into a long-term partnership.

To date (2020), Solutions Driven have successfully placed 35 hires in the US, Europe, and Asia, across Customer Success, Key Account Management, Engineering, and Analytics..

**How likely are you to  
recommend Solutions  
Driven?  
10/10**