

 SolutionsDriven



MERCURY SYSTEMS CASE STUDY



mercury
systems.

Massachusetts, US

SolutionsDriven

Mercury Systems is an aerospace and defence technology company based in Massachusetts, US.

1700

Employees

7

Markets

300

Defence programs

Mercury specialises in engineering, adapting, and manufacturing innovative solutions that meet current and emerging tech needs in the industry.



The Problem



The Hiring Manager at Mercury was fairly new to the organisation and was in the process of building a new international sales team.

He needed a partner that he could trust to aid him with this complicated process in a new role.

The first role was a Senior Sales Manager to drive the company's strategic account strategy in the UK and Northern Europe.



The Solution

Paul had worked with Solutions Driven in the past, originally meeting the team as a candidate.

He knew that if he needed a well-defined process and a right first time hire, he needed to talk to the team.

**Paul Tanner,
Vice President of
International Sales,
Mercury Systems**





"I had worked with Solutions Drive previously and had a very positive experience.

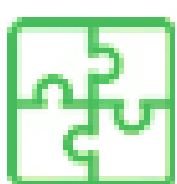
They had a great understanding of our requirements."



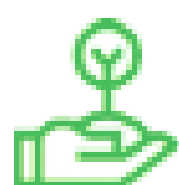
SolutionsDriven

The Solutions Driven team met with Paul and went through the exact requirements for the sales role at Mercury.

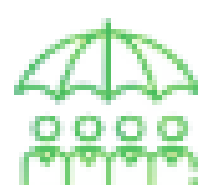
Following previous processes, they went through their unique steps to source passive candidates in the area required.



FIT



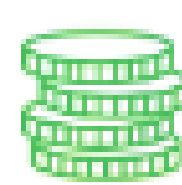
FREEDOM



FAMILY



FUN



FORTUNE



FUTURE



The Results

"We received an excellent set of candidates and could have happily selected at least three who would have met our needs."

In my opinion SD are the leaders in Sales recruitment, both in the UK and Internationally, and their approach and work ethics are second to none."

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