

How Mercury Used  
External Talent Resource  
Build a New International  
Sales Team

# BUILDING AN INTERNATIONAL SALES TEAM

# THE COMPANY

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



Mercury Systems is the leader in making trusted, secure mission-critical technologies profoundly more accessible to aerospace and defence.



**1,700**  
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 ISSUE

The Hiring Manager at Mercury had just joined 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 as he settled into his new position.

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 SD team.



I had worked with Solutions Drive previously and had a very positive experience. They had a great understanding of our requirements.



**Paul Tanner,**  
Mercury Systems

The Solutions Driven team met with Paul and went through the exact requirements for the sales role at Mercury. Taking Paul and Mercury's needs onboard, Solutions Driven worked closely with the hiring manager to integrate into Mercury's hiring plans and assist in the search.

# THE SOLUTION

Following previous processes, they went through their unique steps to source passive candidates in the area required. Mercury's brand and Candidate Value Proposition are extremely important to them so their dedicated recruiter ensured that was continually embodied to engage the right candidates.

## The 6F Methodology™



### FIT

The right role, for the right candidate.



### FULFILMENT

Life is too short not to enjoy work.



### FREEDOM

Trust and flexibility to try new things.



### FORTUNE

Money, success, satisfaction - whatever it maybe.



### FAMILY

Some things are more important than a job.



### FUTURE

Your goals, ambitions, and desires for the road ahead.

# 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.



Paul Tanner,  
Mercury Systems

How likely are you to  
recommend Solutions Driven  
to a friend or colleague?



**10/10**  
Extremely likely

Want to find out more  
about how we can  
grow your business?

**We can help!**

Book a free consultation 