

# BETTS RECRUITING CASE STUDY

## STRATEGIC SEARCH



Wandera is the leader in mobile data security and management, protecting enterprises with real-time threat prevention, compliance, and data cost management. Wandera has the industry's largest mobile data set and a pioneering cloud gateway for mobile. The company needed to quickly hire a Technical Account Manager to ensure the security and management of mobile data for enterprises.

### THE NEED

**Technical Account Manager** with at least 3 years of experience, technical skills, a knowledge and understanding of enterprise solutions, strong communication skills, and experience managing multiple clients simultaneously.

### THE CHALLENGE

*Before Betts, Wandera was looking for consistent volume of qualified candidates*

- Needed a partner to source qualified candidates from a broader pool
- Unable to find the right candidate with specialized talent needed for position

### THE SOLUTION

*After Partnering with Betts Recruiting*

- Substantially cut down interview time by bringing in qualified and vetted candidates
- Interviewed five of the seven of submitted candidates for the position
- Found their Technical Account Manager hire in less than two weeks

## WITH BETTS RECRUITING, WANDERA HIRED THEIR TECHNICAL ACCOUNT MANAGER IN LESS THAN TWO WEEKS



*"Betts is the most professional recruitment agency I have dealt with in my career. It comes through in the finer details like their role briefing sessions, interview scheduling and feedback follow up. Candidates are equally impressed and it leads to faster engagement and a better likelihood of a successful hire."*

- Ben Oxnam, Chief Operating Officer at Wandera

