Scientia Talent
PE Backed Robotics Business

DISCOVER | CONSULT | EXECUTE

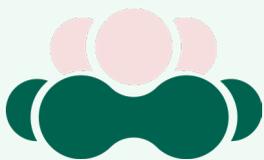**SCIENTIA TALENT**
For Life Sciences

Discover

We were engaged by a high-tech robotics business backed by private equity as it was experiencing rapid growth and needed to expand its workforce to support the global commercialisation of its technology.

This brief required multiple roles to be filled at pace but without sacrificing quality. Required roles were at multiple levels within the business from VP Sales to Solutions Specialist and System Design.

We engaged this brief using our RAS model.

Consult

The challenge at hand involved a fragmented and disorganised supplier base, resulting in sporadic and inconsistent work quality. This structure also posed significant issues related to pricing and cost management.

Scientia Talent centralised its role as a supplier by taking on positions in three different geographic regions simultaneously (North America, EMEA, and APAC). Using our Scientia Formula, we created a master *Discover* document and built a dedicated project team. This allowed us to create a standardised selection process for each discipline and region. We then implemented a uniform reporting method for all projects including scheduled conference calls to maintain regular communication.

Additionally, this standardised and approved procedure accelerated our ability to establish high-quality talent pools in each region, which were revisited for future roles. We also provided a transparent and manageable cost structure for the project.

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Execute

Over the course of 12 months, we successfully placed 16 individuals in leadership, commercial, and technical roles across three continents.

In follow-up discussions post-placement, the client acknowledged the significant positive impact made by the individuals we had placed.

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