

# Recruitment Services for Expense Management Software Company

## PROJECT DETAILS

 Human Resources

 Jan. 2022 - Ongoing

 Confidential

“*Connex has truly listened to our needs.*”

## PROJECT SUMMARY

Connex has been hired by an expense management software company for recruitment services. They help the client expand their global presence by bringing in new talents and providing post-hire support.

## PROJECT FEEDBACK

Through their partnership with Connex, the client has diversified the geographies they operate in. They have a highly effective workflow, and they truly understand the requirements of the client. They are an excellent partner, and clients can expect an efficient team that gets the job done.



## The Client

Please describe your company and your position there.

brightfin is the leading IT expense management software solution built natively on ServiceNow. I serve as the VP of Strategy and am responsible for items related to our global operating structure, which is how our partnership with Connex was established.

## The Challenge

For what projects/services did your company hire Connex ?

We leveraged Connex as a way to rapidly expand our global footprint in a new geography without the time or expense of establishing a legal entity ourselves.

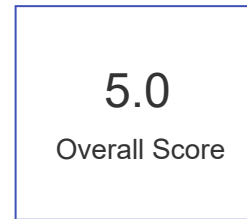
 VP of Strategy & Corporate Development, brightfin

 Software

 201-500 Employees

 Denver, Colorado

### CLIENT RATING



Quality: 5.0

Schedule: 5.0

Cost: 5.0

Would Refer: 5.0



## The Approach

### How did you select this firm and what were the deciding factors?

Connex was the top partner we found out of ~10 groups we spoke with. Key factors included cost, expertise in hiring for the various roles we sought to fill, and a perceived desire to form a longer-term partnership vs. a one-time transaction.

### Describe the project in detail and walk through their service package.

We began working with Connex approximately 7 months ago; they assessed our needs, provided recommended approaches to bringing on talent, and orchestrated all interview processes. They have also continued to be supportive post-hire through ongoing performance management.

### How many resources from the vendor's team worked with you, and what were their positions?

Approximately five individuals worked with us ranging from CEO to account manager and onboarding manager.

## The Outcome

### Can you share any outcomes from the engagement that demonstrate progress or success?

Connex was able to allow us to diversify the geographies we operated in extremely rapidly, standing up a core team in under 1 month and expanding from there 5-fold over the following 6 months across a wide variety of roles (client support, development, and everything in between).



## How effective was the workflow between your team and theirs?

Highly effective – Connex set up touchpoints at the degree of frequency we required (up to daily) and had a regular exchange of emails to ensure we were not losing cycles due to time zone differences. Initially they also worked with our internal recruiting team to understand the types of candidate profiles we typically looked for to more rapidly target individuals who might be a good fit.

## What did you find most impressive or unique about this company?

Connex has truly listened to our needs across roles and has adjusted their recruiting outreach methodology as required to help us. It is clear that they see our long-term success as an extension of their own.

## Are there any areas for improvement or something they could have done differently?

No areas for immediate improvement come to mind – they have been a great partner.

