

concept.
talent & tech. connected

Sales & Marketing

Hiring solutions for permanent positions across sales & marketing.



talent & tech.
connected.

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Who we are.

Over two decades of talent consultancy.

Permanent talent solutions to support your evolving sales and marketing needs.

With technology moving this fast, you need an agile talent partner to keep up. Concept simplifies your hiring process by sourcing, recruiting and deploying employees that fit, as and when you need them.

At Concept, we do more than just connect businesses with tech talent. We're industry experts with a global reach, ensuring swift and consistent talent solutions.

Our consultants bring a unique blend of knowledge, passion, and expertise to the table, fostering lasting relationships that stand the test of time.

£26m
turnover
in 2022

We're growing
with a team of
80+ staff

placed over
30,000
candidates

*both permanent & contract positions

Providing fully managed, end-to-end solutions, including both talent attraction and outsourcing options, you can rely on Concept as an extension of your internal team, ready to fully support. Whether you're a fast-growing scale-up or an established brand looking to expand, we tailor our solutions to fit you as your business as it grows.

Who we work with.

We collaborate with diverse technologies businesses, from startups to established firms, and with tech-focused entities like MSPs, VARs, and Re-sellers who have a strong growth trajectory.

Leveraging our comprehensive talent services, these organisations swiftly scale with strategic hires across a range of functions.

Our goal? To fuel your innovation, growth, and ambitions at every turn.

Our partners.



Sales & Marketing

Helping you hire standout sales and marketing professionals to compete in a crowded tech space.

Our consultants have in-depth knowledge of markets including IT Resellers, MSPs, Software Vendors, Cyber Security and Telecomms. We have built an extensive network of skilled Sales and Marketing professionals to support your projects.

Whether you're hiring for roles in Technology Sales or searching for digital marketing experts who can elevate your online presence, we're attuned to the nuances of the tech world and can help you find the perfect fit.

We listen and understand your needs, gather insights into your organisational needs and the wider talent market, before creating a bespoke talent solution for you, ensuring every professional we provide aligns with your culture and ethos.

**Drive tangible
growth with
impressive
talent.**

Our capabilities.

Technology Sales

- **Connecting you with tech-savvy sales talent who sell on business outcomes and problem solving within the ever changing tech landscape**

Connect with sales professionals who understand the tech landscape.

- Sales Development Representatives
Account Managers
Account Executives
Account Directors
Business Development Managers
Sales Specialist
Partner Account Executives
Partner Account Managers
Customer Success Executives
Customer Success Managers
Sales Managers
Head of Sales
Sales Directors
VP of Sales
Chief Revenue Officer

Telecom Sales

- **Curating the best telecommunication sales specialists who help businesses effectively connect and communicate with their customers**

Hire your next telecom sales superstar to engage, convert, and retain your customers.

- Sales Development Representatives
Account Managers
Account Executives
Account Directors
Business Development Managers
Sales Specialist
Partner Account Executives
Partner Account Managers
Customer Success Executives
Customer Success Managers
Sales Managers
Head of Sales
Sales Directors
VP of Sales
Chief Revenue Officer

Marketing In-House

Strategically placing in-house marketing specialists who will power up your brand and produce solid results.

Amplify your brand story by connecting with the best marketing minds.

- Marketing Executives
- Marketing Managers
- Digital Marketing Executives
- Content Executives
- Content Managers
- Growth Marketing Executive
- Growth Marketing Managers
- Product Marketing Executives
- Product Marketing Managers
- PR Executives
- PR Managers
- Event Executives
- Event Managers
- PPC Executives
- PPC Managers
- SEO Executive s
- SEO Managers
- Head of Marketing
- Marketing Directors
- Chief Marketing Officer

**I cannot recommend
Concept highly enough
and would recommend
them to other MSPs or
tech focused
businesses.**

Chief OPerating Officer, CSI Ltd.

Our services:

Talent

**Tech talent that'll stay.
Service you'll come back for.**

Struggling to find the right talent? From wasting time sifting through CVs to unqualified interviews, we know hiring can be draining.

Concept's Talent service streamlines your hiring process with flexible solutions for permanent and contract roles, using a consultative approach with data-driven techniques to fully understand your requirements.

Talent solutions.

Retained

An exclusive tech hiring agreement that promises results.

Executive

Find your next leaders: lead your organisation to new levels of success.

Managed Service

Providing flexible and strategic talent acquisition with mutually agreed SLAs.



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Hiring services.

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Talent solutions.

Retained

An exclusive tech hiring agreement that promises results.

- ‘ **Exclusive Access**
- ‘ **Genuine Representation**
- ‘ **Personal Understanding**

Enter a dedicated partnership with us, as we commit to filling your open roles for a set fee. This close collaboration allows for a deep understanding of your needs and a tailored approach to finding the ideal candidates.

Find your next leaders: lead your organisation to new levels of success.

- ‘ **Long-Term Vision**
- ‘ **Leadership Synergy**
- ‘ **Exclusive Talent Pool**

Our exec search solution revolves around identifying and securing leaders who will take your business to the next level. A meticulous and confidential journey tailored to meet your needs and long-term goals.

Executive

Managed Services

Providing flexible and strategic talent acquisition with mutually agreed SLAs.

- ‘ **Fully Outsourced**
- ‘ **Mutual KPI/SLAs**
- ‘ **F2F & video interviews**

Streamline and simplify your hiring process. With a focus on seamlessly blending fantastic-fit talent into your operations, we take on the intricacies, so you can concentrate on your core business functions.

No gimmicks, just clear results that make an immediate difference.

Flexible Hiring Models

From contract to permanent tech roles, we offer hiring solutions tailored to fill any position.

Time-Saving

Skip the arduous task of candidate vetting; we handle all the candidate screening for you.

Exclusive Talent Pool

Gain access to highly qualified candidates from our exclusive talent database.

Data-Driven Matching

We use advanced algorithms alongside human expertise to find your ideal candidate.

Consultative Approach

We take the time to understand your business, ensuring candidates not only fit the role but your company culture too.

Accredited:

Our team holds accreditations and security clearances which give them the ability to find and confirm via ListX.

Relationships

By building long-lasting partnerships we tailor our offering to best fit your needs, with mutually agreed KPIs and SLAs.

Straight-Forward & Honest

From our first conversation to the final handshake, expect a straightforward approach, with no last-minute surprises.

Account Management

Our structure means our clients receive quality service with a named contact alongside a team of specialist consultants.



Helping Globally Build a Pre-IPO SaaS Fintech Vendor

Client: SaaS Fintech Vendor

Challenge: Sales Leaders across the US, EMEA and APAC and a Global Presales Team (US, EMEA and APAC).

The client's objective was to hire Sales Leaders (equivalent to VP sales) for the US, EMEA and APAC, and Presales candidates across all three territories. They turned to our Global specialised technology sales talent team for a solution.

Our Solution

We forged a close partnership with the SaaS vendor in order to understand their unique company culture, needs, wants and intricacies. Weekly meetings with the firm's Chief Sales Officer (CSO) enabled us to fully understand their requirements and tailor our search for the best candidates available globally.

We implemented a robust first-interview stage by using video calling, and robust questioning that enabled us to present candidates suitable for the roles.

The Challenge


Our client, an English SaaS vendor specialising in Fintech, faced a critical challenge building their global sales force, in the case of APAC setting up the team from scratch. Despite their excellent offerings and strong sales figures, they encountered issues attracting candidates of the first-rate calibre and track record they deemed necessary to win Tier 1 clients globally in the banking sector.

The Outcome

Concept successfully placed all six of the open vacancies, one of which had been open for 12 months prior to us engaging with this client. As a result, our client has opened a new regional office in APAC. Revenues have grown globally after winning multiple new global clients in the tier 1 banking sector.

We continue to be a trusted, preferred talent partner for the firm today.

Contact us

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Supplier

 **APSCo**



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