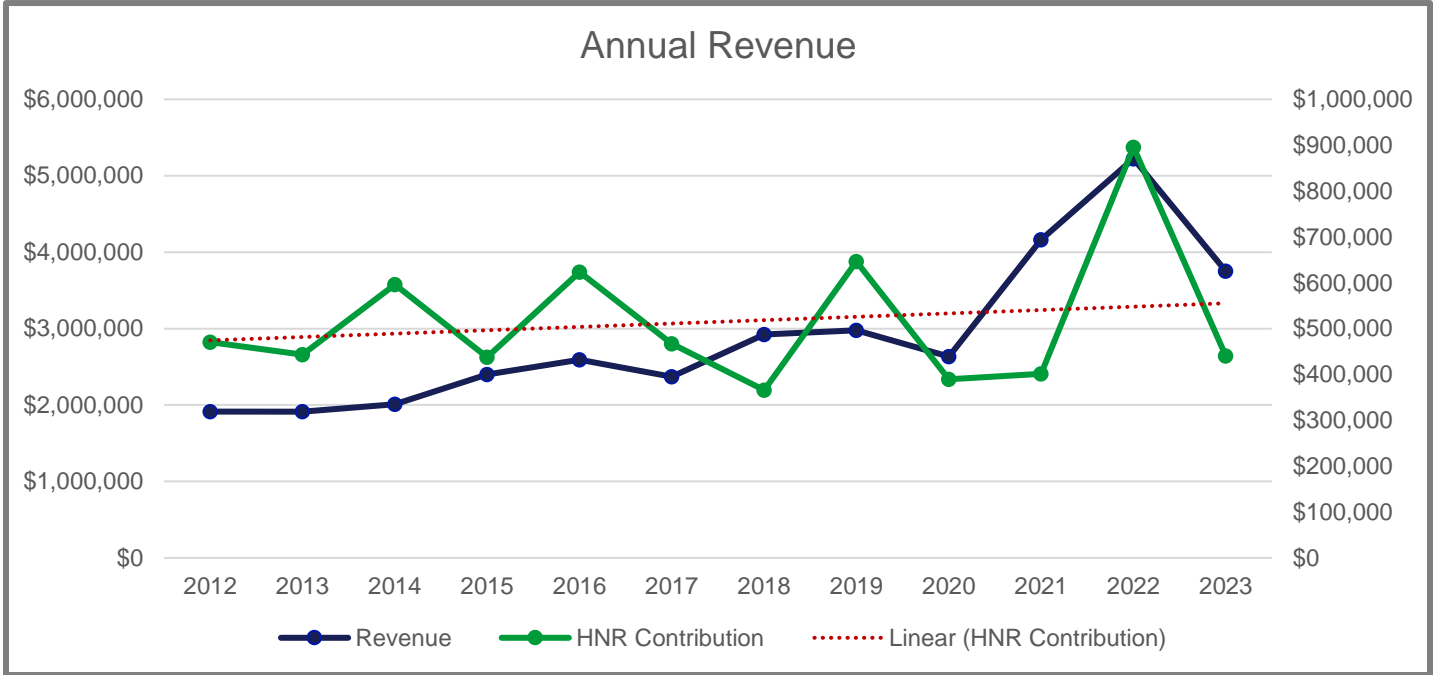
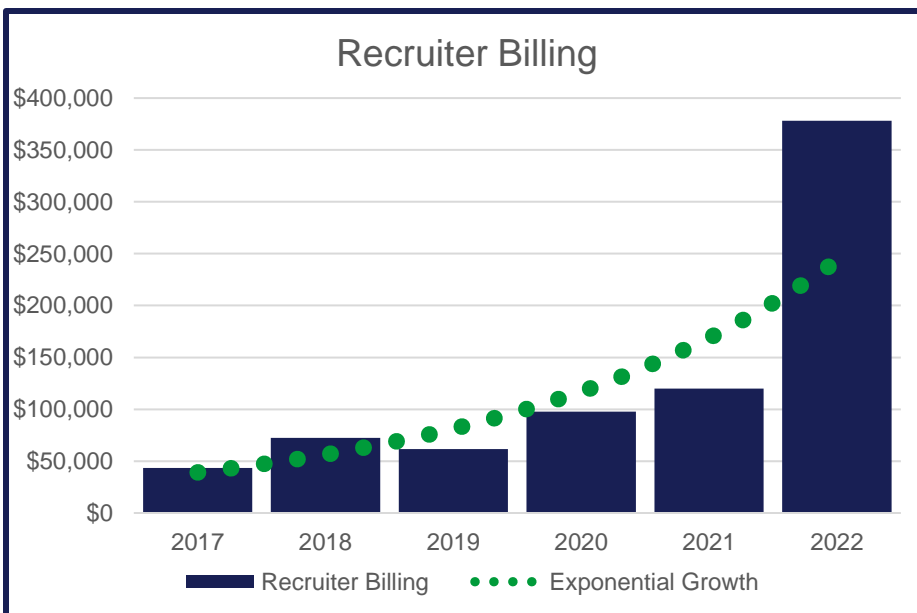


## Executive Recruiting Firm with \$4-5MM in Annual Revenue

The firm in this case study has grown to become our largest client in both terms of revenue and the number of researchers on their team. When hireneXus Research first began working with this client in June of 2012, around the time that we formed as a company, this firm's revenue was about \$1.9 million.



This client has seen significant growth in revenue since we started working with them and in 2022 they achieved an all-time record high of \$5.2 million. As you can see in the chart above, our contributions to this client are on an upward trend. Year after year we are becoming more in-tune with what our client is looking for, and this enables us to significantly enhance their revenue.



Not only have we helped this client grow, but one of their recruiters has benefited greatly from the services we provide. She began her career with this client in 2016 and our contributions to her desk have grown exponentially.

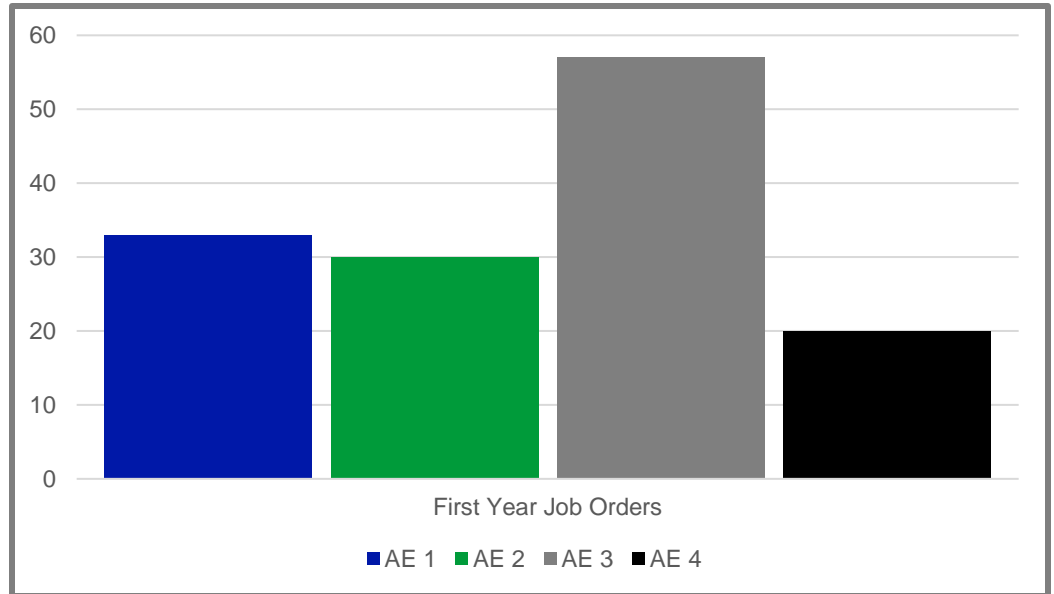
Over the last 2 years, this recruiter billed \$1,938,318.75 combined and our team contributed 27.26% to that amount, or \$528,437.50. This is a significant ROI for our client on the cost of our services.

## Marketing Support Successes

One of the key components to our success with this client is our ability to provide marketing and business development support to both their tenured Account Executives as well as rookie recruiters.

Four of their newest Account Executives have seen the benefits of our marketing and business development support first-hand. From finding the leads to building the sequencing, our team queues up tasks for these recruiters every day, helping them to stay focused on finding new job orders to work on.

All four of these people started in the last 4 years and they achieved a combined average of 35 job orders in their first year.



In addition to helping boost new recruiters in their first year, we have also been successful in helping this client in acquiring better job orders. Through combined efforts, this client has reduced their job order to placement ratio by 45.71% from 2016 to 2023. They're working on better job orders and getting placements more efficiently.

