

Security



quotacom

EXECUTIVE SEARCH AND CONSULTING SERVICES TO POWER THE DIGITAL REVOLUTION

Specialists in Big Data, Advanced Analytics, Artificial Intelligence, Open Source, IOT & Cloud

PRESENTATION OF OPERATIONS

Connect...

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About Us



Quotacom is a boutique executive search and consulting services firm that has been established to solve the hiring challenges of the worlds leading institutions undergoing vast and complex digital transformation and disruptive, scaling technology platforms.

- With over 45 years combined experience, our team specialises in creating bespoke and flexible search solutions for high growth start-ups, established enterprise software brands, technology consultancies and companies adopting bleeding edge technology. We pride ourselves on our market specialisation and have particular expertise in Big Data, Advanced Analytics, Open Source, IoT and Industry 4.0, AI and Machine Learning, Cloud, Robotics.
- As one of the first dedicated search firms to this particular technology vertical, we operate on a truly global basis and our candidate network and client portfolio is extremely diverse, both geographically and their area of operation. We form a true partnership with our clients, which enables us to identify and engage the highest performing candidates in the market, offering them unique opportunities with the most innovative companies. We are expert in mobilising talent without concern for borders, in the process we change lives and creating phenomenal, culturally diverse businesses.
- We are a research-first search firm, constantly mapping relevant candidates, platforms and markets to evolve our knowledge in line with shifts in the global technology landscape. Our delivery rate is exceptionally high amongst peers and this is due to our resource allocation.
- Core technology specialisms and deep understanding of subject matter, talent population through utilisation of data driven methodology

How we are able to promise results?



High Impact Search

- **High Impact** – Our proactivity and multiple touch points sends a positive and unified message to the active and passive candidate market about our client partner, creating and stimulating further brand awareness.
- **Delivery and Business Consulting** – We have teams of experienced delivery consultants working alongside the business consultants to ensure best practice, turnaround and cohesive communication to the market on behalf of clients.
- **Project Ready** – We work to strict deadlines and pride ourselves on turning around qualified shortlists within 14 working days of briefing call; a huge advantage for businesses looking to get project or leadership teams assembled quickly.
- **Exclusive** – We work exclusively with our client partners; this allows us to commit the time required to achieve exceptional results, safe in the knowledge we will be rewarded for our excellence and dedication.
- **Search** – We are both data driven technologists who utilize all of the currently available technology mediums and platforms and classically trained headhunters and networkers who do not rely on technology for results
- **Selection** – Through a deep understanding of our client partners' culture, requirements and processes; we are able to significantly shorten and improve recruitment processes by only shortlisting candidates for interview that are suitable for the role and the business, with a strong focus on diversity; we target ourselves on a CV to Interview rate of 95%; this takes away the job of sifting through non relevant CV's from our client partners, in most cases they send us the direct applicants they receive for screening.

Our Specialisms



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Open Source



Digital Transformation



IoT/Industry 4.0



Cloud



Artificial Intelligence



Data Warehousing



Advanced Analytics



Big Data



Data Science



Data Visualisation



Data Management



Data Visualisation

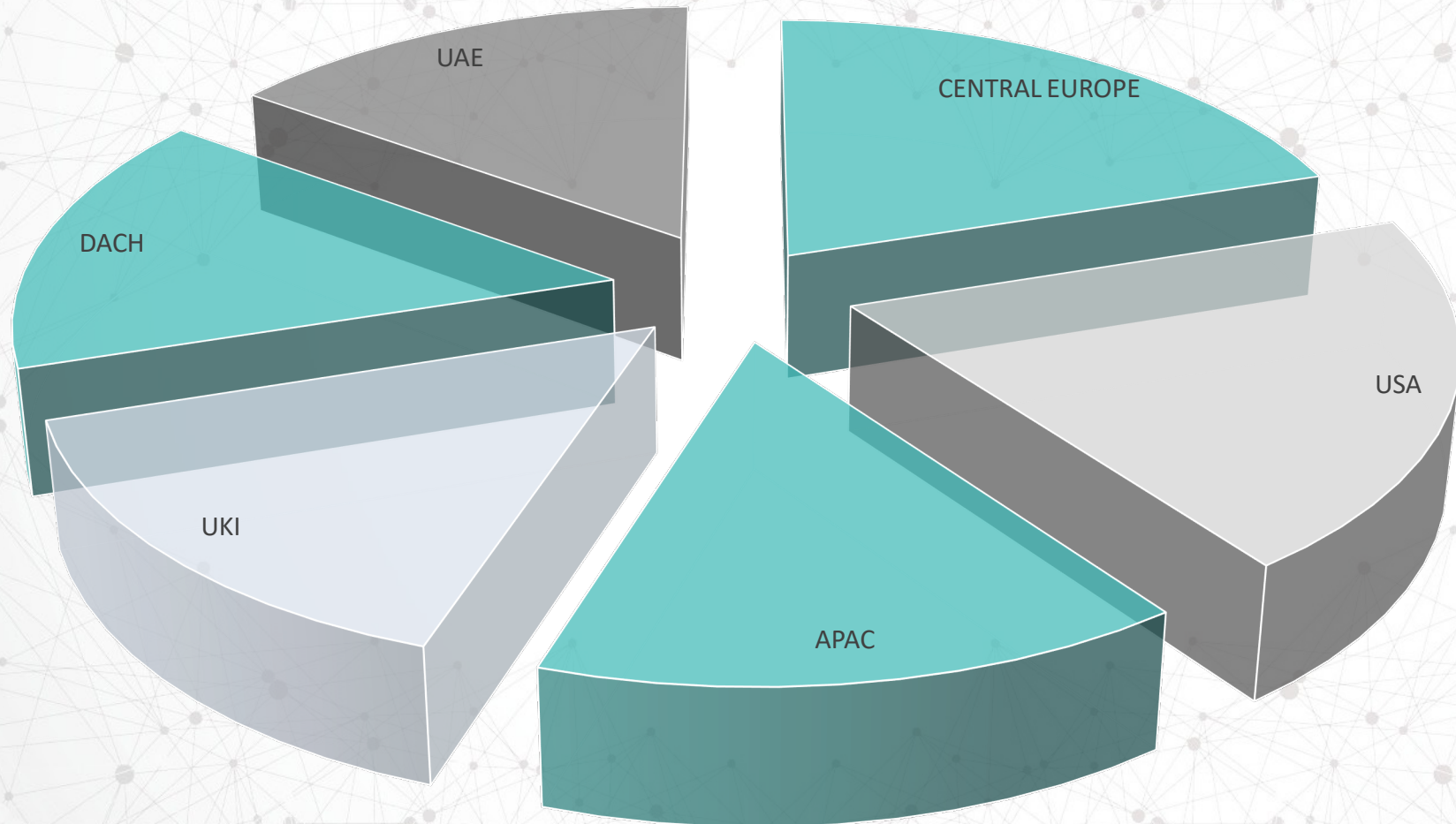


Bio Informatics



Data Governance &
Compliance

Geographical Coverage – YTD



■ CENTRAL EUROPE ■ USA ■ APAC ■ UKI ■ DACH ■ UAE

Our clients' quest for top talent requires a new engagement methodology.

Quotacom are leading the way!



Published research from LinkedIn which shows why Quotacom's clients trust us to act as their engagement partner. Against eight of the industry's elite tech search firms, Quotacom are the evident leader when concerning brand indexing and network reach.



You are ranked **Nº1** among your **9** peers

***Brand Index Vs Peers** Emerald Technology, Goodman Masson, Haybury, Henderson Scott, Montreal Associates, Nicoll Curtin, Salt, Westbourne Partners



Employee Reach

Quality Interactions grow this group of relevant members:



Viewing employee profiles



Connecting with your employees

Brand Engagement:

Engage these relevant members with the company brand.



Researching on company & careers pages



Following your company



Viewing Jobs & applying



Brand Engagement

Employee Reach

= Brand Index
67%



"Judge us by the company we keep"



quotacom

HSBC



KICKS

thirona

treatwell



CommerzVentures



FARFETCH

ASCENTIAL

KKR

radiology partners



PlayStation



A TERADATA COMPANY



YOLT

McKinsey & Company



ING



TIBCO

BCG

THE BOSTON CONSULTING GROUP

Case Studies

BIG DATA CONSULTING International Team Expansion



A TERADATA COMPANY



Open Source Big Data & Advanced Analytics Specialists: International

Think Big Analytics is an international market leader across open source, product agnostic services. Operations across: Big Data, Data Science, Deep learning, Machine Learning and AI. Quotacom has been exclusively partnered with Think Big to drive the growth of their new offices and teams across UAE, London, Stockholm, Copenhagen, Esbo, Oslo, Amsterdam, Paris, Munich, Frankfurt, Berlin, Prague, Zurich, Vienna, Rome, Milan, Brussels, Tokyo, Warsaw and Singapore.

The Brief:

Proactively and discreetly engage with highly skilled Advanced Analytics professionals across a range of specialisations and locations. Building teams across the Analytics Value Chain including (but not limited too): Data Scientists, Machine Learning / Data Engineers (Java, Scala, Spark), Data Science Leads, Engineering Practice Partner, Ecosystem Architects, Hadoop Consultants, DevOps, Agile Delivery Managers, IoT Practice Partner, Country Leads, Regional Practice Director, Client Services Director.

Results:

Quotacom has substantially increased headcount for Think Big across the above locations. By delivering over 80+ highly skilled technologists and industry leaders in Advanced Analytics, in the last 12 months, resulting in new teams, new regions and further expansion of their business. These has included building multiple teams of 20+ across Data Science and Data Engineering.

Case Studies

VC-BACKED FINTECH
START UP
Analytics COE

YOLT



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Innovative FinTech Start-Up

YOLT are an innovative Fintech business who have developed an application that allows customers to monitor and control their finances and accounts in one simple app. Quotacom are partnered with YOLT to drive the growth of their cross-functional Data team in Amsterdam.

The Brief:

Discreetly engage with highly skilled data professionals interested in joining an innovative start-up. Requiring highly technical and commercial individuals. The positions Quotacom have been tasked to hire so far include Head of Data & Analytics and a Senior Data Engineer.

Results:

Quotacom conducted a targeted search and successfully submitted shortlists for both roles within a two week period. Successful hiring of these individuals within a six week sign off of brief.

Case Studies

SOFTWARE VENDOR
VP PR; VP Sales; Country
Manager



Key Sales positions:
VP PR; VP Sales; Country Manager

HyperGrid is helping enterprises and managed service providers master the challenge of managing hybrid and multi-cloud environments as requirements and technologies increase in complexity. Founded in 2016, and headquartered in San Jose, California, HyperGrid's HyperCloud Intelligent Cloud Platform delivers end-to-end visibility, control, and automation powered by a predictive analytics engine with over 400 million benchmarked data points. HyperGrid supports a diverse global customer base across finance, insurance, healthcare, oil & gas, construction, retail, FED/SLED, and telco.

The Brief:

Engaged by the Global President to conduct two searches for a VP PR; VP Sales and a Country Manager drive the growth of HyperGrid's offering.

Results:

Conducted an extensive search process to identify, engage and qualify individuals with the depth of expertise in taking a new vendor/product to market. Through extensive headhunting and referral networks, successfully introduced a qualified shortlist resulting in a team hire within 10 weeks.

Case Studies

VC-BACKED FINTECH
(Under NDA)
CTO; CRO



Highly Sensitive Search - UAE

Under NDA – This client is a VC Backed, A.I fintech platform operating across the UAE and looking at expansion into additional territories. Initially a team of 12 when Quotacom were engaged, they had a clear remit following a successful funding round, to grow the business extensively, which Quotacom supported, to increase their market share.

The Brief:

Due to significant growth, Quotacom were engaged by Founders and Board Level Execs to undertake a strategic search for a CTO and CRO to join their business. This position would release their CEO from the technical responsibilities and develop the technical landscape and platform as well as future product development. Tasked with identifying strong A.I / Deep Learning / Computer Vision Tech Leaders capable of accelerating the business through tech enablement.

Results:

Quotacom undertook global search in order to identify and engage the required profiles for this client. Our client was specifically looking for someone with strong enterprise and platform led initiatives as well as the ability to work within a small, agile start-up, ideally having been involved in a start-up through to sale and able to work with VC's, clients, partners and represent the business within the wider market. Following a significant research and qualification process, Quotacom successfully presented 8 leaders to the business and the process was completed within 3 months.

Additionally during the search, Quotacom successfully hired a number of Deep Learning Engineers to join the technical team.

Case Studies

IoT SMART HOME



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Data Science & Data Monetization

HUM Systems is an innovative IoT Smart Home product and services company founded in 2017 and based in Berlin. They have developed the Livy smart home device that can be utilised for smoke detection, intruder alarm, air quality, temperature and humidity. This is hosted in a cloud environment and linked with energy and utility suppliers as well as insurance and other partners.

Significant focus has been on product development and HUM have successfully launched a partnership with Vattenfall to implement their device into new customer homes.

The Brief:

Engaged by their CEO, Reza, Ali to identify, engage and source a talented Data Scientist / Engineer that is capable of working in a highly unstructured environment. This person would be responsible for developing and implementing HUM's strategy to monetize the data that the platform was now developing. This would be the first dedicated Data Science expert within the business and would work closely with the CEO to develop new initiatives to build into the business, combining both internal data and data from external environments (Energy, Utilities, Electric & Gas consumption).

Results:

HUM Systems had previously tried to hire this person directly but with no success. Quotacom was engaged to help define the position, develop the job description and advise HUM on the profile required.

Quotacom developed a strong and compelling engagement strategy alongside a targeted long list of over 500 professionals. Following a deep evaluation process, Quotacom was able to present a shortlist of eight candidate within three weeks which resulted in a successful hire within nine weeks of search sign off.

Case Studies

VC-BACKED MEDTECH Data Team Build



Radiology Partners VP – Data

Radiology Partners is the largest physician-led and physician-owned radiology practice in the U.S. with over 1400 radiologists providing services to more than 1000 hospitals, clinics and imaging centres across 21 states. Offering diagnostic and interventional radiology services. They are the fastest growing radiology practice in the US.

As part of their ongoing aggressive growth, Quotacom have been engaged by the Chief Information Officer to assist in key senior mandates in the development of their data practise

The Brief:

Proactively engage with senior individuals with a proven track record in establishing data practices and data governance in a healthcare / medical setting. A Specific focus on targeting Health Care Tech companies with aggressive growth. Due to tight regulatory requirements, experience with FDA and relatable regulatory knowledge is key.

Searches include:

- VP of Data Governance & Technologies
- Data Scientist (AI – NLP)

Results:

Quotacom's search spanned across the America's, headhunting from heavy data driven Health Care organisations, Health Care Technology Companies & Specialised Health Care Consultancies. This resulted in attracting some of the most industry recognised and talented individuals to the team both in LA & willing to relocate to Los Angeles.

Case Studies

INSURETECH

Chief Analytics Officer



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Advanced Data & Analytics - Insurtech Chief Data & Analytics Officer - Berlin

Platform that connects insurance companies to brokers that manage and consult their customers completely digital. Wefox currently features more than 300 insurance companies on the marketplace and serves more than 250.000 consumers.

The Brief:

As a growing InsureTech business, Wefox wanted to hire a strong, Senior Data & Analytics professional with experience in operating within start-up environments to drive Data Science and A.I topics and build a dedicated team of practitioners. Quotacom were tasked to proactively and discreetly target and engage with a senior individuals with a core technology background coupled with strong thought leadership, team development, CxO expertise and the ability to drive innovation.

Results:

Quotacom conducted an advanced market mapping exercise, focusing on innovative Fintech, InsureTech and VC backed organisations in Berlin. After extensive engagement, we were able to introduce 4 solid profiles within 13 days of the search being signed off. This resulted in successful hire within 6 weeks.

Case Studies

MEDTECH AI PLATFORM
– Team Build

thirona



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Business Development Manager

Thirona has developed three software products focusing on the analysis of thoracic CT scans (LungQ), chest X-rays (CAD4TB), and retinal images (RetCAD). Additionally, Thirona offers a certified image analysis service delivering accurate and repeatable measurements from medical images. Thirona operates under ISO 13485 certification. Engaged by CEO of Thirona to identify a suitable Business Development manager working across Europe.

The Brief:

Engage with experienced, seasoned Business Development Managers/Leads that have intricate understanding of the space Thirona operates within to ensure ability to engage with prospects immediately.

Results:

This is an ongoing search – the retainer recently secured following a pitch process. We expect to have the shortlist produced within a two week period.

Case Studies

INDUSTRY 4.0 / IoT
Digital & Smart Factory



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Chief Architect - Digital Factory

Schneider Electric is a world leader in industrial automation. Engaged by Global Head of Automation Technology to conduct a search in order to identify a Chief Architect for the Digital Factory.

The Brief:

Discreetly engage with senior individuals whom have a strong background in solutions architecture for smart factory and automation digitalization processes. Essential that this individual has built and led teams previously.

Results:

Quotacom conducted an EMEA-wide search to identify the most relevant individuals for this specific search. We mapped the market extensively, in a research and resource-intensive exercise. Introduced the most relevant individuals and completed with search within six weeks of sign off.

Case Studies

AEROSPACE & DEFENCE

Develop IoT COE



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Head of Technical IoT

Airbus is a European multinational corporation that designs, manufactures, and sells civil and military aeronautical products worldwide. In addition to its primary civil aeroplane business, the company has two divisions for other products and services: Defence and Space and Helicopters, the latter being the largest in its industry in terms of revenues and turbine helicopter deliveries

The Brief:

Airbus Group is building a new IoT Practice to sit across the organisation and act like an internal IoT Consultancy. This new team will engage with a wide array of business and technical stakeholders to understand their challenges and pain points to help drive further innovation.

Results:

Quotacom conducted an EMEA wide search and selection process in the space of three weeks.

Introducing 6 exacting profiles who were all interviewed and currently finalising the successful conclusion in the hiring process within 6 weeks. Alongside this position, I also worked on building an IoT Connectivity Team for Airbus Space & Defense in Munich.

Case Studies

STRATEGY CONSULTING

Data Science

McKinsey&Company



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Partner: Cross Industry

McKinsey Company is one of World's leading Strategy & Management Consultancies. Engaged by the Senior Partner and Managing Director who leads Analytics Strategy business for DACH to conduct a retained search to secure them a Partner for Analytics.

The Brief:

Engage with partner level individuals from top three management consultancies and big four consulting organisations whom have a strong background in Advanced Analytics and Data Science.

Results:

Quotacom introduced a shortlist of 6 exacting profiles within a 3 week period. All of the candidates were interviewed and the hiring process concluded with an Executive Partner head hunted from E&Y as the preferred candidate.

Case Studies



**VC-BACKED IOT
SOFTWARE PROVIDER
(Ongoing – Under NDA)**

Business Development Director

Referred through VC fund we have worked with previously on senior hires across the portfolio. Spoke with the Board of a recently funded, Series-B round IoT software provider with presence in Asia and looking to penetrate Europe. To this end they are seeking an experienced software sales individual with previous exposure to selling IoT products and having built successful sales and commercial teams.

The Brief:

Engage with experienced senior business development professionals that have experience selling software products to industry. Proven track record having generated >£3m revenue and building upon financial deliverables year-on-year with the support of a commercial team build. Ability to work remotely whilst developing the new geography.

Results:

On-going. Following recent sign off we are undertaking an extensive market-mapping exercise to identify relevant individuals from target entities.

Case Studies

STRATEGY CONSULTING
Data Scientist

BCG



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Expert Data Science Consultant

BCG is one of world's leading Strategy & Management Consultancies. Engaged by the Senior Partner and Managing Director who leads the Operations Practice for Germany & Austria to conduct a retained search to secure them a Senior Data Science Consultant.

The Brief:

Proactively and discreetly engage with individuals that have a strong background in Data Science and Advanced Analytics with operational excellence. Specialised in Artificial Intelligence.

Results:

Based upon a targeted market mapping exercise to identify immediately relevant individuals,, Quotacom introduced a shortlist of 5 exacting profiles within a two week period. All interviewed and hiring successful within a six week period of search sign off.

Case Studies

DATA CONSULTANCY Big Data Team Build



Open Source Big Data & Advanced Analytics Capgemini - Insights & Data Practice

The Insights & Data Practice, part of Capgemini's Digital Service Unit, combines technology excellence, data science and business & industry expertise, to help organisations drive valuable and actionable insights from internal and external data.

Engaged by the COO of Insights & Data to initially conduct a retained executive search to help build and scale their Insights & Data Practice.

The Brief:

Proactively and discreetly engage with senior individuals with a strong background in Advanced Analytics across a range of specialisations in France. Initial search focussed on delivering a shortlist for a Big Data Architect and an Engagement Manager.

Results:

Based upon a targeted talent pool and market map, Quotacom highlighted 50 senior individuals to assess their suitability for each opportunity. Subsequently, this resulted in the introduction of 7 Big Data Architects and 7 Engagement Managers within a 14 day period.

This process successfully fulfilled the initial searches with incredibly strong feedback from the Capgemini stakeholders. Quotacom has now been appointed their exclusive recruitment partner and involved within their 2018 H2 recruitment strategy planning resulting in a dedicated, retained recruitment project to deliver 11 further senior hires for Capgemini Insights & Data before Christmas 2018. Quotacom has committed a dedicated project team to solely focus on this project with key deliverables and KPI's throughout the process.

Subsequently, Quotacom has also been introduced to a variety of wider stakeholders within Capgemini including the Digital Customer Experience team whom we are also now exclusively retained by to deliver a range of architecture positions for.