

Case Study



NOVA+

Learn how Pivotal became a key component to growth at Nova+ and helped them save recruitment cost by 30%.

Position: *Performance Manager Positions*

Nova+ is a dynamic and entrepreneurial performance agency entering its next growth phase. Leading the remote work landscape, they offer flexibility and maintain an exceptional company culture. Employees receive gifts from founders and clients, a rare perk in larger media agencies.

Challenge

They faced challenges in recruiting through their network, primarily because of their evolving market presence. Over the course of six months, they aimed to make multiple hires but were reluctant to bear the full recruitment fee for each one. Additionally, they sought to avoid substantial expenditures if several candidates were to start in the same month.

Solution


- Facilitated an agreement tailored specifically to their needs
- We opted to work exclusively on filling these roles and to ensure predictable monthly expenses, we devised a structured monthly payment plan.
- Dedicated consultant to collaborate closely with them as their Key Account Manager
- This KAM delivered top-tier candidates and personalised service throughout the process, with scheduled weekly status update calls
- Weekly progress and candidate outreach reports

Results

Numerous successful placements have been made, leading to significant cost savings of over 30% compared to the standard recruitment model due to the volume of hires and the exclusivity of the arrangement.

“Pivotal have been a key component to our growth at NOVA+.

Partnering with Pivotal has allowed us to scale our team from 2 - 8 team members in less than 12 months”


Candidates Screened
45


CV Sent
4


Interviews
13


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