# EXECUTIVE SEARCH

Private Equity Cloud Services Company

CASE STUDY

## ENGAGEMENT OVERVIEW

A venture-backed cloud services company specializing in aerial intelligence needed to rapidly scale its technology organization to meet growing client demands and aggressive product development goals. With nearly two dozen open roles across engineering, DevOps, UI/UX, product, and API development, plus the need for interim support across key business systems like Salesforce and Microsoft, the company turned to Alliance for a fast, flexible staffing and executive search solution. The engagement required a partner who could move quickly, adapt to evolving priorities, and deliver high-quality talent across a wide range of technical skill sets.

> *I've worked with Alliance as a candidate and a hiring manager. They brought me on at a growing startup and helped me quickly build out the rest of the product team. Their ability to deliver high-quality candidates fast saved us months of effort and gave us a real competitive edge in a fast-moving market.*
>
> -Chief Product Officer

## ALLIANCE SOLUTION

As a fully integrated talent partner, Alliance delivered delivering strategic services like:

**01** **Targeted Executive Search**
Filled key leadership roles to guide the direction, performance, and scalability of the product and engineering teams.

**02** **Specialized Direct Hire Support**
Delivered high-performing candidates across roles such as software development, DevOps, UI/UX, and API integration.

**03** **Flexible Interim Staffing**
Provided technical consultants to support business systems needs, including Salesforce and Microsoft tools, enabling faster execution.

**04** **Embedded Collaboration**
Integrated into communication platforms and team cadences, ensuring real-time feedback, alignment, and agility.

## CLIENT OUTCOMES

- Completed nearly 24 technical hires in under 10 months, building out the full Product and Engineering organization.
- Enabled the company to meet critical design and development milestones by aligning the right talent with business goals.

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