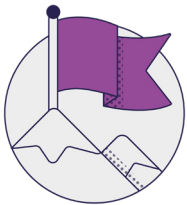


Organisation Overview

ASM Technologies are the experts in the rationalisation of tail spend for the IT Channel. They concentrate on tier 2 and tier 3 brands often ignored by broad line distribution. They are the market leader in providing IT and technology based supplier rationalisation, building on a culture of delivering significant cost-savings, innovation solutions and excellent customer service as part of the process.



Recruitment Challenge

After using Robertson Sumner as their sole supplier to hire an entire Inside Sales team when opening the ASM London office in 2013, ASM have continued to use Robertson Sumner as their sole supplier for key sales hires. In 2017/ 2018 ASM had a big challenge in finding two key Sales Management hires for the business. One of which was particularly difficult due to location as they required very specific Sales Management experience in the Cheshire area.



The Outcome

Robertson Sumner successfully filled the position in a matter of weeks; presenting a shortlist of 3 candidates, with Iain Tomkinson (Sales Director) having the options of multiple, skilled candidates all candidates matched the brief accurately. Robertson Sumner continues to work with ASM Technologies on a retained basis helping them meet their impressive year on year growth targets.

"With year on year growth at ASM, it was important that we recruited good sales & marketing staff to continue growing the business. As Robertson Sumner helped build our Sales team back in 2013, it was evident that I should continue to partner with them for all future sales & marketing hires. Since this time our relationship with Robertson Sumner has only grown stronger and I couldn't be happier with the two senior management hires we made through them recently."

Iain Tomkinson, ASM

