



## Customer Case Study

### The Challenge

As a co-founder, Alexander Christie struggled to balance time spent upskilling his team and focusing on high-leverage activities to grow the business.

Training often fell on his shoulders, diverting attention from other critical tasks.

### The Solution

Hector provided a structured, scalable training process that:

- Reduced reliance on leaderships time for training.
- Delivered on-demand, tailored learning for consultants.
- Ensured consistent, continuous improvement across the team.

### The Result

- Month-on-month GP growth since implementing Hector.
- Job-to-fill ratio improved from 15% to **25%**
- Billings per head increased by **15%**.
- Target clients added to the system increased significantly, resulting in a substantial rise in overall billings.

### Alexander Christie

*Managing Director of  
Energi People*

"Since partnering with Hector, we've seen a direct impact on our team's performance. Our consultants now have access to information they can implement immediately, and it's resulted in a consistent increase in GP every quarter."



### Key Results After Implementing Hector

- Month on Month **GP growth** since implementing Hector
- Reduction in job to fill ratio from **15% to 25%**
- Increase in average billings per head of **15%** after implementing Hector