



## Customer Case Study

### The Challenge

Qasim Asghar, Co-Founder, faced the challenge of managing time while supporting team development.

With a small team, the need for consistent business development training often went unmet due to the demands of running the business.

There was a particular struggle with dedicating enough time to upskill consultants in key areas like Business Development.

### The Solution

By implementing Hector, they:

- Established a scalable, internal training process.
- Introduced Hector as a weekly non-negotiable for consultants, ensuring consistent learning.
- Focused on Business Development training to improve KPIs and build confidence.

### The Result

- First 360 deals closed after Hector was implemented.
- 150% increase in the number of 1st stage interviews booked.
- CV-to-Interview ratio increased by 17%.

### Qasim Asghar

*Co-Founder*

"The aftercare and support from Hector's Customer Success team have exceeded our expectations. The service has been professional from setup to the consistent check-ins to help us maximise the platform."



### Key Results After Implementing Hector

- The team closed their first two **360 deals** after implementing Hector.
- **150%** increase in the number of 1st stage interviews booked after implementing Hector.
- The team increased their CV to Interview ratio by **17%** after implementing Hector.