



Customer Case Study

The Challenge

Lorcan O'Halloran, Director at Trilogy, needed a way to make consultants more self-sufficient at winning clients quickly.

Previous training was on-the-job and lacked structure, resulting in slow progress and dependency on line managers, which was inefficient.

The Solution

Trilogy implemented Hector to:

- Create a structured, scalable learning pathway for consultants.
- Provide consistent business development training to close the skill gap.
- Ensure follow-up and accountability through weekly internal round tables.

The Result

- Halved ramp-up time: Time to first 360 deal reduced by **50%**.
- Job-to-fill ratio increased from 15% to **31%**.
- Successful placements: Consultants won three times as many **A & B jobs** in their first 12 months.

Lorcan O'Halloran

Director at Trilogy International

"Hector has been one of the best investments we've made. The team now has a structured pathway, and we've seen significant improvements in performance, which has helped scale our business."



Key Results After Implementing Hector

- Reduced the time it took their consultants to complete their first 360 deal by **half**.
- Increased their job-to-fill ratio from **15%** to **31%**.
- Consultants won three times as many A & B jobs in their first **12 months**.