



### The Challenge

We were seeking a scalable training solution to empower our recruitment team.

Our goal was to equip them with the skills and knowledge needed to excel in business development and candidate management, ultimately improving their performance and accelerating their growth.

Additionally, we wanted an efficient way to onboard new hires, ensuring they received consistent and ongoing training from the start.

### The Solution




Partnering with Hector felt like the obvious solution. Being an online platform meant that consultants could access training whenever it suited them.

We operate with a hybrid working model, which helped fill the void of continuous training no matter where the consultant was based.

### The Result

It has inspired the team to adopt new ways of doing things, and we have seen them successfully implement new techniques learned on Hector that have positively impacted the team's business development performance.

### Key Results After Implementing Hector

-  Improved Job To Fill Ratio to **50%** from 8%
-  **316%** increase in successful placements
-  **200%** increase in signed terms with net new clients



**Molly Teasdale**

Group Managing Director of  
Achieve Hospitality

"Everyone on the team who uses the Hector platform is passionate about their work, learning, and improving themselves; the partnership has worked brilliantly, which shows in the team's consistent engagement with the platform since implementing Hector in the business."