



Customer Case Study

The Challenge

Albert Bow, a recruitment firm with 13 consultants, struggled to upskill its team efficiently.

Training often fell to billing managers, creating skill gaps and delays in new hires becoming profitable.

Engaging remote team members consistently was another major challenge.

The Solution

Partnering with Hector, Albert Bow implemented a structured training system to:

- Reduce reliance on billing managers.
- Provide on-demand, tailored learning.
- Accelerate new hire success.

Ensure consistent training across in-office and remote teams.

Hector's practical, bite-sized courses fostered a culture of self-driven learning while maintaining productivity.

The Result

Key Metrics After Implementing Hector:

- Ramp Time: New hires reduced time to first placement from 12 to 5.5 weeks (54% faster).
- Job Pipeline Growth: 71 new jobs in H2 vs. 24 in H2 the previous year (195% increase).
- Business Development: New hires quickly adapted to 360 recruitment, driving growth.

Sinead Clery

Head Of Operations

"Hector's structured platform has streamlined onboarding, accelerated new hire success, and transformed our teams sales skills for the modern market. It's been a game changer for us."



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- New hires quickly adapted to **360** recruitment, driving growth.