

THE KIOSK: Building an E-Commerce Team

A complete solution for your business!

CLIENT PROFILE



- Hiring Manager: *Chief Brand Success Officer*
- Stage: *Series C*
- Valuation: *\$1.1B*
- Industry: *Social Commerce*
- Roles: *Category Manager, Sr. Category Manager, Category Head.*

Key metrics

Achieved rapid team growth and significant cost savings, driving measurable impact.



\$94K

Agency Cost Savings



<60 DAYS

Project completion



4

Hires made



TheKiosk

WHERE TALENT MEETS OPPORTUNITY



Talent Sourcing



www.thekiosk.io



Los Angeles, California

CHALLENGES



The hiring manager, new to the company, needed to build an e-commerce leadership team within 90 days to onboard new brands onto the platform. With a limited budget and a high standard for talent, this would be the company's first team of its kind.

SOLUTIONS



Our dedicated sourcing specialists provide tailored talent acquisition, conducting 30+ personalized outreaches weekly to engage qualified candidates and meet the team's hiring needs.



Role Definition



Strategy



Execution

BENEFITS



1

Speed to Market

We accelerated the hiring process, helping our hiring partner quickly secure top talent and meet business demands.

2

Flexibility

Our sourcing solutions scaled with the needs, offering flexibility for our hiring partner to adapt to changing demands.

3

Cost Savings

By optimizing sourcing strategies, we helped reduce hiring costs while maintaining access to high-quality candidates.