

# THE KIOSK: Scaling a Go-To-Market Team

*A complete solution for your business!*

## CLIENT PROFILE



- Hiring Manager: Chief Growth Officer
- Stage: Series B
- Valuation: \$1B+
- Industry: Proptech
- Roles: Chief of Staff, Director of RevOps, Head of Sales

### Key metrics

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



**\$130K**

Agency Cost Savings



**<35 DAYS**

Median time to fill



**3**

Hires made



**TheKiosk**

WHERE TALENT MEETS OPPORTUNITY



Talent Sourcing



[www.thekiosk.io](http://www.thekiosk.io)



Los Angeles, California

## CHALLENGES



The Executive lacked a GTM (go-to-market) background and had no experience hiring GTM leaders, RevOps, Chief of Staff, or Growth roles. With a new product launch set for year-end, they urgently needed to build this leadership team quickly.

## SOLUTIONS



We provided embedded support, defining essential roles and sourcing candidates to fill them. We crafted a strong value proposition to attract cultural leaders that were crucial to the company's growth targets.



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.