

Quantum Insights Consulting

Strategic Talent Intelligence
For Competitive Advantage



Enterprise Revenue Is Concentrated

In most technology organisations, revenue is rarely distributed evenly across teams.

A small number of individuals control key enterprise relationships, influence strategic buying decisions, and drive a disproportionate share of commercial growth.

Understanding where this revenue influence sits within competitor organisations allows companies to target the individuals who truly shape market outcomes.

REVENUE INFLUENCE STRUCTURE

CRO /VP Sales

Controls strategic market direction

Enterprise Sales Directors

Own Tier-1 customer relationships

Sales Teams

Support account expansion

20%

of people drive
80% of revenue

3X

faster market
share gain

1

strategic hire
changes outcomes

“Strategic hiring targets the individuals who influence revenue
— not simply available candidates.”

Strategic Recruitment Built on Market Intelligence

Founded in 2019, **Quantum Insights Consulting** was created to challenge traditional recruitment models. Rather than simply sourcing candidates from databases, Quantum was built around a core principle:

Strategic hiring should be driven by market intelligence

The firm combines recruitment expertise with competitor analysis, talent mapping, and market insight to help organisations identify and acquire the individuals who influence revenue and competitive positioning.

CORE CAPABILITIES

Strategic Recruitment 01
Market share shifts when key revenue owners move.

Competitor Intelligence 02
Understanding how competitors structure revenue.

Market Mapping 03
Identifying high-impact individuals within target organisations.

Talent Analytics 04
Using data to reveal patterns in hiring and leadership movement.

“Market share shifts when key revenue owners move.”

Strategic Hiring Is a Commercial Lever

Traditional recruitment focuses on filling vacancies and replacing employees.

Quantum Insights Consulting approaches hiring differently.

Strategic hiring decisions influence market share, customer access, and competitive advantage.

Critical Questions Leaders Should Be Asking

- Who actually drives revenue within competitor organisations?
- Where are strategic enterprise relationships owned?
- Which individuals control access to key enterprise accounts?
- How concentrated is competitor revenue ownership?

TRADITIONAL RECRUITMENT	QUANTUM STRATEGIC HIRING
<ul style="list-style-type: none">• Role replacement	<ul style="list-style-type: none">• Revenue influence analysis
<ul style="list-style-type: none">• Job description driven	<ul style="list-style-type: none">• Competitor intelligence
<ul style="list-style-type: none">• Reactive hiring	<ul style="list-style-type: none">• Targeted acquisition
<ul style="list-style-type: none">• Vacancies filled	<ul style="list-style-type: none">• Strategic capability gained

“Strategic hiring decisions shape market outcomes.”

Recruitment & Executive Search

Alongside intelligence advisory, Quantum provides a **full suite of recruitment services** — each combining traditional search expertise with structured market intelligence to deliver commercially decisive hires.

Executive Search

Senior leadership acquisition for organisations where a single hire changes competitive positioning.

- CRO & VP Sales
- Enterprise Sales Leadership
- Technical Leadership
- Strategic Growth Hires

Strategic Recruitment

Intelligence-led hiring targeting high-impact individuals who own enterprise accounts and drive market revenue.

- Enterprise Sales Teams
- Technology Leadership
- Market Expansion Hires
- Revenue-Influence Targets

Most Requested

Embedded Talent Solutions

Dedicated recruitment resource embedded within your organisation, aligned to growth targets and market strategy.

- Recruitment Project Delivery
- Growth Hiring Programmes
- Market Expansion Support
- Ongoing Intelligence Advisory

Flat 15% fee.

Paid across six monthly instalments.

No RISK

No Hidden Costs

Transparent Process

Where We Operate

At Market Depth

Quantum doesn't operate across every industry — **we go deep where it matters most.** Each sector below represents a market where we hold active intelligence, established networks, and a precise understanding of who drives commercial outcomes.

SaaS & Cloud 01

The hires that shift ARR. We identify quota-carrying talent with proven enterprise cycles — not just cloud familiarity.

FinTech & Payments 02

Complex regulatory environments demand sellers who understand the landscape — not just the product. We find those people.

Cybersecurity 03

Security sales requires technical credibility at board level. We target individuals who've already earned that trust inside your competitors.

HealthTech 04

Navigating clinical procurement and compliance frameworks is a skill, not a given. We identify sellers who've done it — and won.

AI & Machine Learning 05

The ability to translate deep technical capability into a boardroom conversation is rare. We know exactly where those individuals sit.

Emerging Technology 06

At the frontier, commercial talent is the difference between a breakthrough and a missed market. We find the people who turn innovation into revenue.

GLOBAL OFFICES

London

Krakow

Dublin

Dubai

Results That Speak.

Markets That Shifted.

• CYBER SECURITY

27%

Increase in average enterprise deal size

The Situation

A Series B cybersecurity platform needed enterprise sellers who could hold their own with CISOs — not just recite product specs. Traditional recruiters couldn't screen for that depth.

27%
Larger Deals

22%
Shorter cycles

4
Strategic hires

The quality and depth of candidates were unlike anything we had seen from a recruiter before.

• FINTECH

44%

Outbound conversion improvement

The Situation

A payments scale-up needed sellers who understood API-first software and complex compliance — not a common combination. Speed was critical. Ten weeks to hire was ten weeks too long.

44%
Better conversion

5WKS
Time to hire

3
Revenue hires

We finally understood the talent landscape. The insights changed how we approach hiring entirely.

• HEALTHTECH

3×

Platform adoption post-hire Q1

The Situation

A Series A HealthTech provider needed a team fluent in NHS procurement and clinical value — a niche that generic recruitment simply cannot access without deep market intelligence.

30%
Shorter cycles

3X
Platform adoption

5
Expert hires

We have never onboarded a team this strong, this fast. The domain knowledge was there from day one.

The Question That Changes Everything

Do You Truly Know Who Is Driving Revenue Inside Your Competition?

Most organisations assume they understand their competitive landscape.

Very few have mapped it. Quantum offers leadership teams a confidential strategic intelligence briefing — no obligation, no recruitment pitch. Just clarity on where your market really stands.

Complimentary Session

Confidential

Strategic Intelligence Briefing

- Define your true competitive landscape
- Map revenue ownership within competitor teams
- Identify market vulnerability and opportunity
- Outline an intelligence-led hiring strategy

[Schedule a Briefing](#)

Acquire the people who drive markets.

