

Supporting Private Equity Startups

A PE-backed real estate logistics company based in Vietnam urgently needed a CFO, having had a vacancy for over a year.

Key Challenge

The business needed a highly experienced candidate who could turn around the finance and operational functions and help secure additional funding.

The role was for Vietnam, but the Covid implications meant there were no suitable home-grown candidates, and they could not find anyone willing to relocate.



What We Did

We work closely with private equity and investment houses that want to secure quality candidates for the businesses they are interested in.

When one of our Singapore-based candidates approached us about looking for a new role, we recognised his experience and seniority within the real estate logistics market.

We sent exclusive details out to our PE contacts and connected with the Vietnam company.

We then worked closely with the client and the candidate to overcome the restrictions and difficulties of moving from Singapore to Vietnam during the pandemic. As well as finding a way for the candidate to relocate over a more extended period of time, we supported severing work arrangements and sorting out compensation so that the salary was comparable after tax.

Why Space Executive

By understanding the drivers for the PE and investment houses, we can recommend CFO and CEO candidates with the gravitas and experience to help organisations turn around and grow.

Our strong market knowledge and global professional networks mean we can find exceptional candidates.

We also work with clients and candidates throughout the process, helping to find solutions around relocation, comparable compensation and legislative requirements around visas.

Overall Benefits

- § By identifying a quality candidate, we helped the Vietnam client to fill an urgent CFO vacancy.
- § The candidate was well-known within the industry and had a strong reputation for successful fundraising and exit strategies.
- § The candidate's experience helped the client's credibility. In addition, taking a flexible approach to remote working initially allowed the candidate to start work immediately.
- § The result is the company is well-positioned for a successful turnaround and growth through capital markets and fundraising.

