

Using Local Expertise and Global Reach to Build International Teams

Our client, a Singapore-based Ed-Tech platform focused on language teaching, was looking for a Head of Talent Acquisition to build out their U.S. operations.

Key Challenge

Having recently raised their Series B funding, their focus has shifted to international expansion, building out their leadership teams in the U.S. and their Asian operations in Singapore, Indonesia, Malaysia, Thailand, and Vietnam.

Our client's unique proposition lies in their ability to understand the challenges of learning a new language, especially one as nuanced as Chinese.

Building teams with an affinity with Asia who can live and breathe the company culture, regardless of geographical location, is therefore central to our client's global hiring strategy.

Our client was looking for a Head of Talent Acquisition for their San Francisco office, to define the recruitment strategy in North America and build the U.S. team from zero to 1000 over the next few years.

Having attempted the search themselves to no avail, the client appointed Space Executive to manage the hire.

What We Did

In line with our client's specific requirement for candidates with an affinity with Asia, whether through their background, education, or work experience, the search went beyond finding good talent to finding individuals who understood Asian business and its cultural nuances.

Leveraging our international service offering, we successfully sourced a Head of Talent Acquisition with the necessary Asian exposure, from the local San Francisco talent pool.

The successful placement was made within six weeks. Due to the success of this, Space Executive was tasked with building the client's San Francisco leadership team and building out their country launcher teams in Southeast Asia.



Why Space Executive

Space Executive's strong Asian foundations coupled with our expanding global presence makes us ideally placed to support clients' international expansion plans.

Our experienced leadership team has unrivalled exposure to the Asian market, having spent the past decade growing the Space Executive business there.

Operating out of the U.K., they now leverage this expert market knowledge and network combined with our global footprint to help Asian businesses source candidates internationally who understand the subtleties of Asian culture.



Overall Benefits

- S Leverage our global network
- S Unrivalled Asian knowledge and understanding
- S Successful placement made within six weeks following client search of three months to no avail
- S As a result of the successful placement, we have now been tasked with placing the Country Management team in San Francisco, as well as building out their teams in Asia and launching their Indonesia operations

