



Data Centre Case Study

Data Centre

Building a Strategic EMEA Team for
Edge Compute & Data Centre Expansion

The Challenge

A leading edge compute and data centre company sought to build a high-calibre sales and operational team to drive its EMEA market expansion. The team needed deep technical expertise and commercial acumen to establish the company as an industry leader.

Key challenges included:

- **Niche Expertise:** Finding professionals with proven success in edge compute and data centre technologies.
- **Passive Talent:** Engaging top-tier individuals who weren't actively seeking new roles.
- **Tight Deadlines:** Completing the entire team build-out within six months while maintaining hiring quality.

Our Approach

WNTD leveraged its extensive edge compute and data centre network to source and engage passive talent ensuring speed, precision and alignment with the client's strategic vision.

- **Network-Driven Sourcing:** Identified and engaged top-tier professionals through WNTD's specialised industry network.
- **Tailored Engagement:** Conducted highly-targeted outreach campaigns positioning the opportunity as an exclusive career move.
- **Seamless Onboarding:** Managed the full transition process ensuring smooth integration into the team.

The Results

- **Complete EMEA Team Built in 6 Months:** All roles filled on time with best-in-class candidates.
- **100% Passive Talent Sourced:** Candidates with proven success in edge compute and data centre technologies.
- **Strategic Business Impact:** The new team secured enterprise clients and built channel partnerships immediately.

Client Feedback



WNTD's network and expertise in edge compute and data centres were instrumental in delivering a world-class team. The calibre of individuals sourced were exceptional.



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