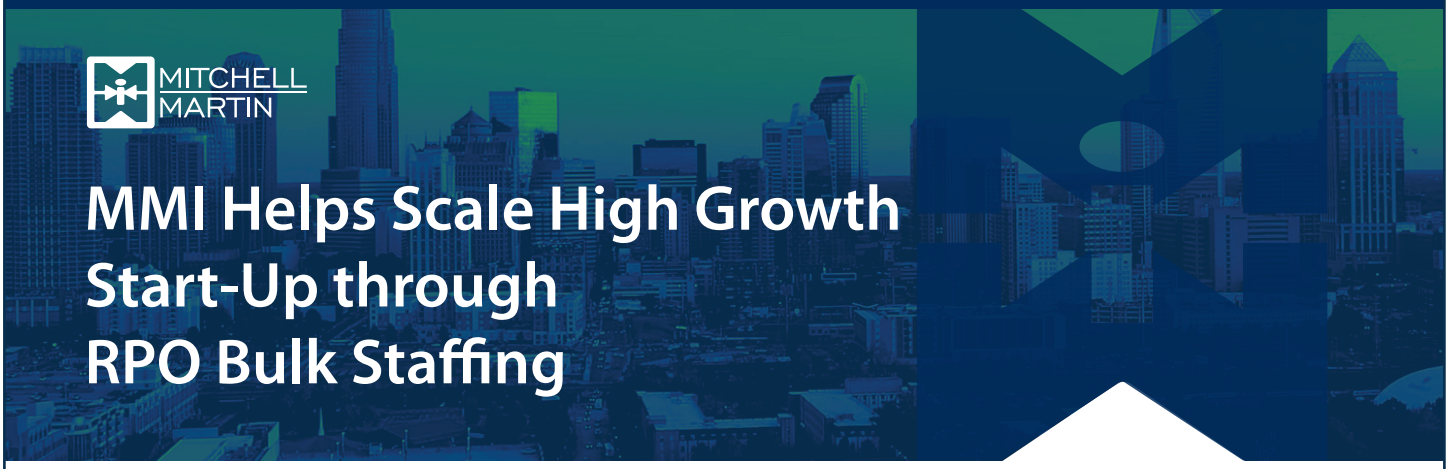

MMI Helps Scale High Growth Start-Up through RPO Bulk Staffing

About our Client

DealCloud, an Intapp company, provides a single-source deal, relationship, and firm management platform to enable over 700 clients to power their deal-making process from strategy to origination to execution. They offer fully configurable solutions purpose-built for the complex relationships and structures of private equity and growth capital firms, investment banks, private and publicly traded companies, debt capital providers, and other investors. For more information, visit www.dealcloud.com.

DealCloud

DealCloud (now part on InTapp)

Company Size: 51-200 employees

Industry: FinTech

The Challenge:

In August 2018, DealCloud was experiencing a period of substantial growth and finalizing plans to open a new office in Charlotte, NC. The firm had widely varied hiring needs across all departments to staff this new regional location and was under pressure to complete the project within specific time constraints. Without an internal recruiting team, their efforts were not able to produce results and they decided to engage an outside staffing agency to help. As this was their first time using an agency, they were a bit apprehensive and performed exhaustive research to find an acceptable partner with the best reputation and qualifications.

"Mitchel Martin was key to our success as we transitioned from internal talent search support to external expert assistance as we scaled our business at DealCloud. Mitchel Martin was able to find us top talent, with great skillsets and experience, excited to join our fast growing company."

Russ Barner
Director, Professional Services

Our Success:

DealCloud chose Mitchell Martin to assist with their staffing project. The requirements were discussed with our Charlotte NC office and we were given one full time role as a test of our abilities. Our team went to work to understand the client's needs now and into the future for this new location as well as preferred cultural and organizational aspects desired in potential candidates. A candidate was identified almost immediately from our network and was hired as DealCloud's first Charlotte location staff member. Due to our success in locating a perfect candidate, DealCloud proceeded to engage Mitchell Martin for all of their staffing needs, enabling MMI to become the exclusive provider for all of their Charlotte, NC hiring initiatives providing over 20 full time employees.

Types of Positions Filled:
Implementation Consultants
Implementation Project Managers
Data Analysts
Project Coordinators
Net Developer
Marketing
Help Desk

Locations:
Charlotte NC
Jersey City NJ
San Francisco CA

Results:

Mitchell Martin became a true partner to DealCloud, implementing innovative interview strategies which expedited the hiring process substantially. DealCloud was so happy with our partnership, that we were engaged to assist with all hiring needs companywide, placing nearly 40% of all DealCloud staff in 2019 for various lines of businesses and geographic locations.

MITCHELL MARTIN

HEADQUARTERS:

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LOCATIONS:

New York ▪ New Jersey ▪ Charlotte
Philadelphia ▪ Raleigh ▪ Atlanta
Dallas ▪ Jacksonville ▪ Chicago
India ▪ Philippines