

How Aktana and  
Solutions Driven  
Partnered to Deliver  
88 Roles Globally

88 ROLES  
PLACED  
GLOBALLY  
IN 3 YEARS

# THE COMPANY

Based in San Francisco, Aktana helps life science companies commercialise their products by getting the most out of artificial intelligence (AI). Their platform uses machine learning algorithms to enable marketing and sales teams to optimize their engagement with prescribing physicians.



Supports half of the top 20 pharmaceutical companies worldwide



**8 offices globally:**

San Francisco, New York, Philadelphia, London, Barcelona, Tokyo, Osaka, Shanghai



Aktana's Co-Founder Named Among 100 Most Inspiring People in Life Sciences by PharmaVoice 2020

# THE PROBLEM

Aktana are headquartered in San Francisco and were looking to expand further into Europe, growing their Customer Success department in Europe.

They required some really technical candidates, alongside people who could help ramp up their growth, win business, and build a European hub.

Despite working with some local agencies, Aktana were having trouble finding candidates of their required calibre to fill their business critical roles, made more difficult by their headquarters being located in the USA. They needed a recruitment partner who they could work closely with and who would become an extension of their internal talent team.

# THE SOLUTION

Following an introduction through a mutual contact, Aktana began talking to the Solutions Driven team who had experience of hiring in their location and industry.

They were quickly reassured that Solutions Driven could fill their roles.

“

Solutions Driven's well defined process was outlined at the beginning of our engagement and executed flawlessly.

It provided predictable timelines and produced excellent candidates with limited effort from me.



**James Anderson,**  
Chief Customer Officer

# THE RESULTS

Solutions Driven provided Aktana with **six suitable candidates** who fit their desired criteria **within three weeks**.



Although we were only looking to fill one role at the time, due to the quality of the candidates they brought forward, we hired a second person who also fit another role we were looking for.



**James Anderson,**  
Chief Customer Officer

Through forensic investigation of the passive market and Solutions Driven's unique 6S and 6F processes **the whole process was completed within eight weeks**.



The Solutions Driven team consistently delivers quality candidates and exceptional service. There is no role they can't fill! They have helped us in several different countries and departments.



**Alley Agee,**  
Recruiting Operations Manager, Aktana

# THE CURRENT SITUATION

The initial partnership was so successful that Aktana and Solutions Driven then entered into a long-term relationship.

To date, Solutions Driven have successfully placed 88 hires in the US, Europe, and Asia, across Customer Success, Key Account Management, Engineering, and Analytics.



The Solutions Driven team demonstrates exceptional diligence in meeting our recruiting needs. Understanding our culture is as important as our skill requirements, and the team is sensitive and gifted at this, shaping a very positive candidate experience.



**Alan Kalton,**  
Vice President and General Manager, EMEA, Aktana

How likely are you to recommend Solutions Driven to a friend or colleague?



**10/10**  
Extremely likely

Want to find out more  
about how we can  
grow your business?

**We can help!**

Book a free consultation 