

SwiftConnect Secures First CFO Amidst **Huge Growth**

🌐 Connecticut, USA 📅 August 2024



swiftconnect.io

The background

SwiftConnect powers physical access credentials and permissions in real-time, from anywhere. The software interfaces with Apple Wallet, granting access control via a phone or other connected personal devices.

SwiftConnect is growing at pace, with several high-profile contracts executed and further expansion on the horizon. To fortify their business, they requested that we execute an executive search and secure their first full-time CFO.

The challenge

When navigating the complex access control infrastructure landscape, the right leaders are paramount to continue growth. SwiftConnect had a need for a CFO with deep VC ecosystem experience, the ability to strategically lead and influence, and a passion for operational excellence.

The solution

From the initial conversation between us and SwiftConnect, we understood the strategic power this hire would bring, and what an asset this would be to their leadership team. We began by engaging in a comprehensive search.

SwiftConnect needed a candidate with experience in securing multiple rounds of funding, with a deep knowledge of the VC landscape, and the ability to optimize capital expenditure while also focusing on operational expenditure.

In less than a month, we found a talented candidate who fit the criteria, and went on to place their new CFO.

Achievements

Efficient Processes

Secured a CFO in less than a month, saving \$80,000 or (76%) when compared with average Executive recruitment fees in the market.

Consistent Communication and Support

Consistent communication with both SwiftConnect and the candidates resulted in a rapid turnaround and positive interactions.

A Lasting Partnership

Our partnership with SwiftConnect will continue to grow, with more roles on the horizon and a deeper technical partnership in the works.