



Testimonial – MultiTaction

I'm a serial Entrepreneur with over 30 years' experience on a global basis. One of the hardest things in what I do is finding and securing people who truly "Get It".

Start-ups require a unique set of skill & criteria and it takes people with a specific skill sets and attitude, people who are able to often wear multiple hats as the venture grows.

Finding a recruiter that can consistently deliver these people is a rarity, someone that can take the pain away, save time from the recruitment process and add real value and deliver the right people.

Howard Longstaff and his team have consistently achieved this for me and others in my organisations over the last 15 years both in the UK and the US.

They are both flexible and knowledgeable and put the effort in to understand the different technologies and have consistently provided people at multiple levels from Executives, Senior Sales as well as individuals with exceptional technical skills.

They have built teams in specific different areas over a period of time as the businesses have grown. Finding a recruiter to deliver this consistently is hard, Howard Longstaff and his team (The Associates Global) simply get it right, they put the extra effort in, understand each of the markets we work in and that is why I have continued to use them and still do so today.

Pete Malcolm – CEO, MutiTaction -- www.multitaction.com





Howard and his team have recently help build out a **sales capability in New York and in San Francisco** for [Multitaction](#), some great people that will have a real impact for a fantastic company and technology.

However we have also worked with Pete Malcolm and his team in a number of ventures including:-

Orchestria Corporation

This was a leading Data Loss Prevention (DLP) software & solutions company formed in 2001, it quickly became a leading supplier of DLP to the Investment Banking, Insurance and Hedge Fund sectors. The company was Venture Capital (VC) Funded and grew exponentially with a multimillion revenue stream, with sales offices in London and New York and an R&D presence in Taunton, Somerset, England.

Over a seven year period the company grew aggressively, the demand was always high for the very best people, people that could deliver in a fast-paced, changing environment. Most of the growth was in New York, however roles were filled at each of the offices and at its height we delivered multiple hires on a monthly basis, delivering roles across the business.

This was over 80 placements and covered everything from:

Senior Enterprise Sales	Engagement Managers	Engineers
Management and Principle Consultants	Support Engineers	DBA
Policy Application Consultant	Product Managers	Project Managers
Service Desk Manager	Service Desk Engineers	Industry Sales Leaders
Principle Client Lead	Pre-Sales Engineers	Trainers
Systems Administrator	Programme Manager	Pilot Engineers

Executive

Country Sales Director	Marketing Director	Projects Director
Chief Financial Officer (CFO) Controller	Policy Director	VP Sales (Europe)