



ADDISON SUCCESS STORY

OVERVIEW

A robotics company in the northeastern United States was seeking a Corporate Controller to lead the expansion and growth of their business. A recommendation from a former client led to the long-term partnership between Addison Group and the company's Chief Financial Officer (CFO).

CHALLENGE

The fast-growing robotics company was likely going to either go public or be acquired. In either case, it needed to strengthen its accounting capabilities. To do so, the company needed a partner who could help them rapidly scale with in-demand talent that fit the company's unique culture.

About Addison Group

Addison Group is a leading professional services firm specializing in talent solutions, offering a full suite of capabilities across multiple sectors. We have a local presence in cities across the United States to find the perfect candidate for your open roles.

Areas of Expertise:

- Finance & Accounting
- Information Technology
- Healthcare
- Human Resources
- Administration
- Digital Marketing

Recent Accolades:

- *Forbes* | America's Best Professional Recruiting Firms 2022, 2023
- *Forbes* | America's Best Temporary Staffing Firms 2022, 2023
- *SIA* | Largest Staffing Firms in the US 2021, 2022, 2023

SOLUTIONS

When recruiting for the Corporate Controller role, Addison understood that the candidate should have experience in well-established working environments and a clear understanding of successful accounting practices. Additionally, the candidate needed experience in high-growth companies and a strong foundation in building new reporting structures and implementing accounting systems. Addison successfully placed a candidate who met these criteria, with a proven track record of growing and taking a former company public and establishing financial department reporting functions.

A year later, the candidate and the robotics company approached Addison Group again, seeking assistance in building a solid internal team to support their organization's growth. Addison was chosen as the exclusive talent provider for this initiative. During the planning stage, Addison and the client identified critical components for scaling the business, including high-priority profiles, job responsibilities, and roles. They also established multiple hiring waves with associated timelines. The client required candidates with technical expertise in project-based environments. Addison searched for Certified Public Accountants (CPAs) with non-traditional career paths who had experience in project-based accounting. Addison identified the unique skill sets required for the engagement and pinpointed the types of companies and industries where candidates with these skills could be found.

RESULTS

During the team-building process, the client was acquired by a large retail company. The talent placed by Addison, such as the Director of Cost Accounting, played a significant role in the acquisition process. Addison's success in establishing the cost accounting department contributed to a better than expected acquisition price, as most retail companies do not typically have this function in their operations.

WHY ADDISON GROUP?

The company chose Addison Group based on personal relationships, starting with a referral from a former client and an established sense of trust and confidence in Addison Group's ability to fulfill its talent needs. The company has continued to work with Addison Group since the initial placement of the Corporate Controller, reaching out to them for subsequent hiring needs.

READY TO TRANSFORM YOUR TEAM?

Our Finance & Accounting Talent Solutions practice provides direct support with contract, contract-to-hire, direct hire, and executive search workforce solutions. **Contact us today!**