

# Targeted accounting talent leads to robotics firm acquisition

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.

## Challenge

The fast-growing robotics company was likely going 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.

## Solution

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

## About Addison Group

For more than 20 years, Addison Group has been a leading professional services firm specializing in talent solutions/staffing, offering a full suite of capabilities (contract, contract-to-hire, direct placement, and executive search) across multiple practice areas.

## Areas of expertise:

- Finance & Accounting
- Information Technology
- Healthcare
- Human Resources
- Administrative
- 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*

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.

*"Addison's work in establishing the cost accounting department contributed to a better-than-expected acquisition price."*

## 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 work 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.

## The Addison Group difference

We know great teams start with great people.

That means we focus on quality, not quotas. It means we're laser-focused on seeing candidates beyond their resumes to understand candidates' goals and ensure they align with your mission. And it means working with you to get detailed insights into your teams so we can find people who fit, not just who's available.

**No one gets talent like Addison Group.™**

## We'll do our best work, so you can do yours

Our Finance and Accounting Talent Solutions practice provides direct support with contract, contract-to-hire, direct hire, and executive workforce solutions.

**Let's Talk.**