

# Addison Group finds niche product management leader for new department at industry-leading logistics company

An industry-leading provider of Consumer Packaged Goods (CPG) retail logistics needed a highly specialized product management leader to oversee multiple departments and various functions.

## Challenge

A respected name in the supply chain industry for more than 30 years was at a transformational moment. They had just launched a new Software as a Service (SaaS) division — a bold move to blend their traditional logistics strength with innovative, tech-driven solutions.

Vision alone wasn't enough. They needed a Head of Product Management who could wear multiple hats: part technologist, part strategist, part operator, and 100% leader. This new role would oversee Product, IT, Marketing, and Sales — driving alignment and execution across functions that had never operated under a single umbrella before. Finding someone with the right blend of product DNA, leadership polish, and cultural alignment felt like searching for a unicorn.

## Solutions

Based on our track record, the client turned to Addison Group. In the client's words: "[Addison Group] is the snowplow after Mother Nature dumps two feet of snow overnight — we know you'll show up, clear the path, and make the morning commute happen." We've delivered before and they trusted our ability

## About Addison Group

Addison Group provides comprehensive talent solutions and consulting services across diverse practice areas.

## Areas of expertise

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

## Accolades



Forbes America's Best  
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to navigate the complexity of the situation, move quickly, and never sacrifice thoughtfulness — especially when culture and leadership chemistry were on the line.

We began with an in-depth intake conversation, not just about responsibilities, but about people, growth, and legacy. We needed to understand where they were going and the type of leader who could help them get there. We analyzed competitors, mapped the market, and built a tailored search strategy around impact. From more than 100 prospects, we shortlisted the top 20 and guided the client through a disciplined funnel approach. We narrowed it down to five finalists, then three, and ultimately to one perfect match.

The client hired their top choice — a seasoned SaaS executive with a gift for cross-functional leadership and storytelling. Within months, they weren't just leading — they were inspiring. The candidate brought structure to chaos, clarity to vision, and momentum to a division that now feels energized and focused. They've become the connective tissue between legacy and innovation, and the client couldn't be happier.

After this placement, our partnership has only deepened, and we're excited to continue supporting them through this next era of growth.

## The Addison Group difference

We know that great teams start with great people.

That means we focus on quality, not quotas. It means that we're laser-focused on seeing candidates beyond their resumes to understand their goals and make sure 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 Information Technology Talent Solutions practice provides tailored support with contract, contract-to-hire, permanent placements, and executive workforce solutions.

Let's talk.

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