

Industry: Tech | **Geographies:** Singapore & Malaysia |
Achievement: Successful First Niche Hires & Market Intel Gap Bridged

The Challenges

Problem Statement: High-stakes market entry without local TA infrastructure or the niche intelligence required for foundational hires.



No Local TA Infrastructure



Highly Niche Roles and Scarcity



Market Complexity (SG/MY Focus)



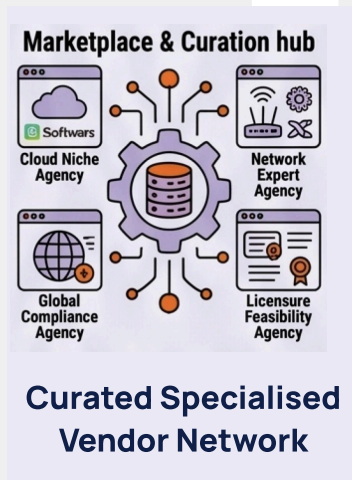
Reliance on Ad-Hoc Sourcing

Roles Hired For

1. Director Sales 2. Resident Engineer

CBREX Solutions

Marketplace & Curation hub

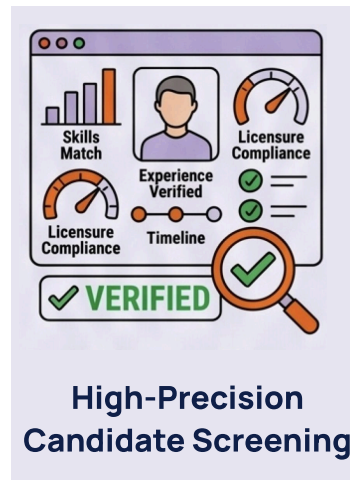


Cloud Niche Agency | Network Expert Agency
Global Compliance Agency | Licensure Feasibility Agency

Curated Specialised Vendor Network



Continuous Talent Pipeline



Skills Match | Licensure Compliance
Experience Verified | Timeline
Licensure Compliance

VERIFIED

High-Precision Candidate Screening



Rapid-fire

1:00

Rapid Role Closure Commitment

Partnership Results

7

Total Interviews Conducted

2

Critical First Hires Secured

2

Market Intel Gaps Bridged (SG/MY)

1:3.5

Interview-To-Offer

Conclusion

CBREX addressed Anunta's market entry challenges with specialised vendors and data-driven insights, ensuring continuous business launch.