

Pistachio

£345K saved in recruitment costs

Challenge

Pistachio entered a high-growth phase after investment and needed to scale its GTM organisation quickly.

They required sales people who would thrive in a high velocity environment, and they needed this without compromising cultural or mission alignment.

Solution

Quanta embedded directly into the business, working with founders to define roles, benchmark compensation, and map the GTM talent landscape.

We headhunted experienced commercial talent while communicating Pistachio's mission and growth story to stand out in a competitive market.

Outcome

Within six months, Pistachio built a stronger GTM team that accelerated revenue growth and expanded their presence in both Europe and the US.

The business also gained a repeatable hiring process and market insight that continue to support scale.