

GBG

Strengthened their EMEA sales engine with enterprise talent.

Challenge

GBG needed experienced enterprise sellers and solutions consultants to support commercial expansion across EMEA.

The challenge was finding talent with the right blend of technical fluency, credibility, and commercial drive in a competitive market.

Solution

Quanta ran a targeted search focused on candidates who could operate in complex, enterprise-level sales cycles.

Working closely with hiring leaders, we refined requirements and ensured every candidate represented both capability and cultural fit.

Outcome

GBG hired enterprise account executives and solutions consultants who are now driving commercial growth in key regions.

These hires strengthened their EMEA commercial function and increased market presence.