

Airbox

Expanded top of funnel to accelerate sales growth.

Challenge

Airbox Systems had strong technology but lacked capacity for top of funnel activity.

Their sales team was stretched between generating pipeline and closing deals, slowing growth at a time when new opportunities were critical.

Solution

Quanta delivered two experienced BDRs who could take full ownership of top-of-funnel execution. We ran a targeted search focused on candidates with the drive, structure and curiosity needed to generate high-quality pipeline in a technical environment.

By clearly positioning Airbox's growth story and product strength, we attracted talent who were motivated to build early momentum and support a sales team ready to scale.

Outcome

Sales teams were able to focus on progression and closing while Quanta delivered people who could focus on top of funnel support.

This led to faster deal cycles, new opportunities, and improved commercial momentum.