

Monolith

Strengthened commercial team to support enterprise expansion.

Challenge

Monolith needed to grow its sales organisation to break into new markets for its AI simulation product.

They required commercial talent with the ability to understand complex technology and translate it into a compelling value proposition for enterprise customers.

Solution

Quanta collaborated with leadership to refine role requirements and create clear candidate profiles.

We carried out a targeted search focused on individuals with both technical understanding and strong consultative sales capability.

Outcome

Within a few weeks, Monolith hired skilled sales professionals who are now driving enterprise deals and supporting expansion into new markets.