

MixMove

Built cross-border engineering and commercial teams to support Series A growth.

Challenge

MixMove, a Series A logistics and supply chain company, needed to scale two critical functions at speed: an engineering team in Portugal to drive product development and a UK sales team to build commercial traction.

They required multiple specialist hires across both markets while maintaining cultural alignment during a key growth phase.

Solution

Quanta ran coordinated searches across engineering and GTM. We mapped Portugal's talent market for engineers used to fast-paced product environments and crafted a clear value proposition to attract UK sales talent selling into complex supply chain organisations.

Close alignment with leadership ensured refined role requirements and consistent, high-quality pipelines in both regions.

Outcome

MixMove secured multiple engineering and sales hires, creating the cross-functional foundation needed to scale.

The new teams accelerated product development, strengthened commercial execution, and positioned the business for its next stage of growth.