

AIRBOX SYSTEMS

Expanded top of funnel to accelerate sales growth.

Airbox Systems is a software solutions company that produces a comprehensive suite of situational awareness tools.

Experience needed for expansion

Airbox Systems had strong technology but lacked capacity for top off-funnel activity. Their sales team was stretched between generating pipeline and closing deals, slowing growth at a time when new opportunities were critical.



DELIVERY METHOD

We conducted a precise, targeted search for candidates possessing the essential drive, organizational discipline, and intellectual curiosity required to consistently generate high-quality pipeline within a technical sales environment.

By effectively articulating Airbox's compelling growth narrative and differentiated product strengths, we attracted motivated professionals eager to drive early momentum and partner with a scaling sales organisation poised for rapid expansion.



RESULT

This approach ensured the selected candidates were not only technically capable but also deeply aligned with the company's trajectory and cultural priorities.

Furthermore, the sales teams were able to focus on progression and closing while Quanta delivered people who could focus on support to improve commercial momentum