

DECENTRALISED ENGINEERED PRODUCT MANUFACTURER

AN STQ PARTNERS CASE STUDY



STQ PARTNERS



I've worked with STQ Partners on various searches for over 4 years. They have been ***consistently responsive*** and very supportive in every search. They have shown an openness and curiosity to learn more about the business, our priorities and challenges. STQ Partners have demonstrated they have a ***"good eye for talent"***.

STQ Partner's drive, flexibility, and commitment has set them apart from most headhunters!

Group Vice President

November
2021



THE SEARCHES

STQ Partners have been helping our client with their recruitment since 2016. This support has extended across all key and strategic hires, placing candidates across product management, sales, engineering, operations, and senior leadership/executive management. If it was a problem for our client, it was a problem to be resolved for STQ Partners.

Some of the key candidate attributes required:

- Scalability
- Continuous Improvement Experience
- Lean Six Sigma
- 80/20 experience
- DE&I
- Ability to lead, hire and grow high performing teams from the ground up
- Experience in a manufacturing environment and with a manufactured product
- Humility



OUR SOLUTION

At the heart of our solution sits our bespoke Q-Print; this is where our true success originates from.

The Q-Print is an in-depth exploration of our client's businesses, culture/values, strategic initiatives (sales/operations etc), resulting in a comprehensive blueprint designed exclusively for your organisation.

We then combine this with our "outcomes and competency assessment" for each specific role. This creates a full 360 blueprint of what is needed from a successful candidate, but also importantly, the key requirements to be successful in the specific business environment they were going into.

For STQ Partners, it's not just enough for someone to simply secure a role, it's about them having a long-term material impact and scaling through the organisation.

THE COMPANY

ROLES PLACED & ROLE TYPES, DISCIPLINE & LEADERSHIP LEVEL

Businesses worked for within the portfolio:

- High Performance Optical Components Manufacturer
 - Positive Displacement Pumps Manufacturer
 - Air-operated Double Diaphragm Pumps Manufacturer
 - Fluid Measurement and Movement Devices Provider
 - Gas Production and Vacuum Generation System Developer
 - Fluid & Metering Technologies
 - Advanced Flow Solutions brand
 - Microfluidic Consumables Systems Developer
 - Band Clamps and Fastening Products Manufacturer
 - Quality Air-Moving Products Manufacturer
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Discipline and levels:

- Individual Contributor
- Management
- Director
- Vice President
- General Management
- President
- Product Management
- Sales
- Engineering
- Operations
- Senior leadership/Executive Management

ABOUT STQ PARTNERS

STQ Partners is a global talent consultancy. Driven by data and guided by a unique blueprint process, we specialise in identifying high-impact talent that doesn't just fill roles but propels organisations forward. **STQ Partners ensure our clients fulfil and exceed their customer's needs.**

THE QUALITIES THAT SET US APART

SPEED



TRUST &
TRANSPARENCY



QUALITY



EXCELLENCE



LINKEDIN PROFILES AND RECOMMENDATIONS

FROM CANDIDATES AND CLIENTS

High Performance Optical Components Manufacturer:

- + [David Ruppel](#)
President
- + [Andrew Ace](#)
Director of Strategic Marketing
- + [Brian Pecchia](#) Promotion
Business Line Manager, now GM

Positive Displacement Pumps Manufacturer:

- + [Sven Schimmel](#)
Global BDM
- + [Stephen Putnam](#)
OEM Market Manager

Gas Production and Vacuum Generation System Developer:

- + [Bernard Murphy](#)
VP of Ops
- + [Matthew Tank](#)
Inside Sales Manager

High performance seals, gaskets and elastomer component manufacturer:

- + [Alex Smirnov](#)
Senior Product Management
- + [Albert Provenzano](#)
VP of Ops
- + [Shauna Smith](#) Promotion
VP of Global Ops

Advanced Flow Solutions brand:

- + [Bryan Lucas](#)
Program Manager

Microfluidic Consumables Systems Developer:

- + [Christian Koehler](#)
GM

Quality Air-Moving Products Manufacturer:

- + [Shashank Khandavalli](#)
Business Unit Leader

Liquid handling products:

- + [Abhi Agrawal](#)
President

Fluid & Metering Technologies:

- + [Karin Wennerstrom](#) Promotion
VP Business Unit

Fluid Measurement and Movement Devices Provider:

- + [Netta Washington](#) Promotion
President



A blurred, high-angle photograph of a modern office interior. People are seen walking in various directions, their figures softened by motion blur. The lighting is bright and warm, creating a sense of activity and movement. The overall tone is professional and dynamic.

REDEFINING TALENT ACQUISITION

Contact us today to book your free consultation
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