



EMPOWERING PRIVATE EQUITY THROUGH TALENT SOLUTIONS

See how Collinwood helped this PE firm hire key talent for their portfolio companies.



OUR PARTNERSHIP

Collinwood has a proven track record of collaborating with private equity management teams to create value and drive growth in their portfolio of companies. One successful partnership is with **One Rock Capital Partners**, a private equity firm specializing in B2B manufacturing and consumer packaged goods sectors. By working closely with Collinwood as a trusted recruitment partner, One Rock Capital Partners has been able to place top-tiered talent to achieve significant results across their portfolio of companies.

OVERVIEW

One Rock Capital Partners regularly recruits associates, analysts, directors, executives, and partners to help execute its strategy across their portfolio of companies. The skills required often include professional talent in business development, marketing, operations, human resources, and technology. Recruiting for specialized skills is often challenging for private equity firms, and they often turn to third-party recruiting firms to help fulfill their resource needs so that they can focus on growth.

THE CHALLENGE

The primary challenge that most companies face is securing top talent quickly and effectively to execute their portfolio company strategy. Common challenges included skills shortages, a competitive job market, the cost of hiring, recruiting process efficiency and talent pool access.

One Rock Capital Partners sought to enhance their ability to recruit top-tiered talent. They desired to establish a relationship with a trusted recruiting partner that could leverage leading-edge processes and tools to quickly and effectively identify top-tiered talent.

AT A GLANCE

Challenges

- Understanding the Market for Talent
- Identifying Qualified Candidates
- Having Multiple Options
- Hiring Quickly

Success in Hiring

- Global VP of Sales
- Director Product Management
- Director of North American Sales
- Senior Business Development Mgr
- Strategic Pricing Manager
- Marketing Operations Manager
- Scrum Master
- SAP Product Costing Manufacturing Mgr
- Database Developer
- Many More....



"Securing top talent for our portfolio of companies is always a priority. We frequently have a broad range of positions open at any given time.

Our firm sought a trusted partner we could work closely with who could quickly and effectively locate top-tier talent. We found that in Collinwood."

Brian Potts

Operating Partner

One Rock Capital Partners





APPROACH

One Rock Capital Partners engaged Collinwood as their talent recruitment partner. As they always do, Collinwood began by listening and clarifying expectations before acting, and providing each Portfolio Company compensation guidance based on industry benchmarks. Once they thoroughly understood the Company's needs and expectations, they immediately went to work, providing One Rock Capital Partners with a focused pool of qualified candidates.

The efficiency and cost-effectiveness of having a trusted talent partner gave One Rock Capital Partners the confidence and peace of mind they sought.

RESULTS

By engaging Collinwood as a trusted partner and advisor, One Rock Capital Partners was able to secure the top talent they sought to help them successfully execute their business strategy.

"We were extremely pleased with the quality and speed of execution of services provided by Collinwood. Typically, you might sacrifice one over the other, but that is not the case with Collinwood. They quickly identified and sourced many qualified candidates for our open positions. In our industry, time is money. We were impressed with the level of professionalism, attentiveness, and speed that they delivered."

— Brian Potts, Operating Partner - One Rock Capital Partners

ENGAGE COLLINWOOD

Collinwood is the answer if your firm seeks a trusted recruiting partner to execute your portfolio strategy. We can save you time, stress, and money while also providing you access to a broader pool of qualified candidates. We provide you with the peace of mind knowing that you are making the best possible decision for your business.

Contact Collinwood today for more information:

Phone: (630) 474-5311
Sales: sales@collinwood.co
www.collinwood.co

"I APPRECIATE HOW THEY TAKE THE TIME TO LISTEN AND UNDERSTAND BEFORE ACTING. MOST RECRUITING FIRMS INUNDATE YOUR INBOX WITH UNQUALIFIED CANDIDATES, WHICH CAN BE A REAL WASTE OF TIME. HOWEVER, THE COLLINWOOD TEAM IS VERY FOCUSED AND DISCIPLINED IN THEIR APPROACH."

BRIAN POTTS

OPERATING PARTNER
ONE ROCK CAPITAL PARTNERS

"WE HAVE AN EXPERIENCED TEAM OF KNOWLEDGEABLE, PROFESSIONAL RECRUITERS WHO SUPPORT THE PRIVATE EQUITY INDUSTRY. WE BEGIN EVERY ENGAGEMENT BY FIRST LISTENING. WITH A THOROUGH UNDERSTANDING OF CLIENT NEEDS AND EXPECTATIONS, WE IMMEDIATELY GET TO WORK TO QUICKLY IDENTIFY AND SOURCE SEVERAL QUALIFIED CANDIDATES FOR OUR CLIENT'S CONSIDERATION. WE TRULY BELIEVE THIS IS THE BEST APPROACH TO LASTING PARTNERSHIPS."

NOEL WOLF

MANAGING PARTNER
COLLINWOOD