



Pivotal
Scientific

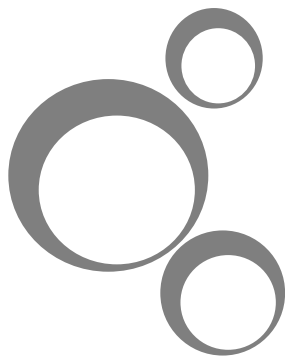
ArkTalent
Group



End-to-end Recruitment
The Pivotal Scientific : Ark Talent Way



Recruitment



“A successful team is a group of many hands and one mind” – *Bill Bethel*

...an essential thought for any new hire: **team fit**.

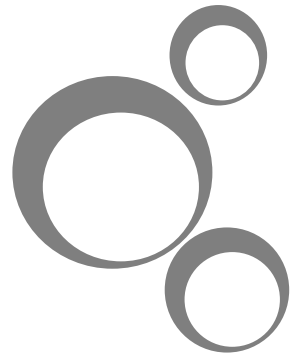
Companies need effective individuals in their sales and marketing teams to aid business growth and to maintain high service and standard levels.

However, hiring new “**star**” personnel who can **flourish** in the existing team dynamic, who also possess the right **qualities** and **skills**, can prove a time-demanding and often laborious exercise....





...Let us help you



Merging the deep research-reagent industry knowledge of [Pivotal Scientific](#) with the proven, expert recruitment experience of their long-standing partner, [Ark Talent](#), they are proud to offer a gold-standard, proven recruitment package service






About us – The facts

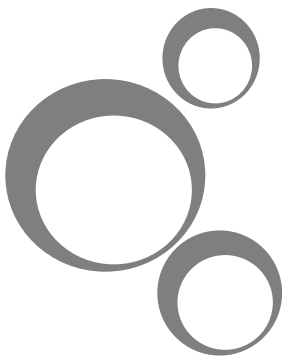


Pivotal Scientific Limited

1. Dynamic, experienced consultancy with over **35 years** of know-how
2. Support manufacturers/suppliers and recommended distributors in **research reagent** industry, worldwide
3. 100+ **PSL Alliance** members!
4. Offer consultative support and expertise on Strategy planning, Marketing, Business Development, Mergers & Acquisitions, and more

Ark Talent

1. Specialist staffing business comprised of **ex-scientists**
 2. Easily understand niche company recruitment requirements, providing **high-calibre professionals**
 3. Placed candidates in numerous life science sectors including Business Development professionals, Sales Managers and **C-level/Directors**
 4. Operate within the **UK, Europe** and the **USA** and specialise within the Life Science and Chemical markets
- 

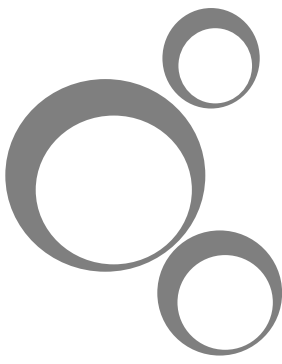


Why work with Pivotal Scientific?

- **Industry experience:** having run start-ups and grown them all the way to acquisition and beyond, Pivotal can support clients at all stages of the business life cycle via their tailored service [options](#)
- Developed, and continue to accumulate, connections with **key industry decision-makers**
- Strong **market insight** worldwide

Ultimately, Pivotal Scientific benefits customers with first-hand experience and increasing range of services to match the development of their industry knowledge, which includes **Recruitment** assistance.





Why work with Ark Talent?

- = “Creating true **partnerships**”
- Exceed expectations
- Develop comprehensive understanding of recruitment need, ensuring delivery of the **best talent** and use best **sourcing methodologies**
- Capabilities include many **recruitment models**, for example:
 - Early talent – *gain the best people by securing them **early** – i.e. Graduates. Build a pipeline of talent the future.*
 - Executive Search - *target **relevant companies** and ascertain organisational structures*
 - Recruitment Process Outsourcing (RPO) - *fast and reliable solution, delivering the **workforce when needed**. The perfect solution for sourcing permanent, contract and temporary staff*
 - Retained projects - *recruit for mission or **business critical roles** where there is a high risk attached to unfilled positions*
 - Specialist ‘project-based’ interims - *individuals are either already **interim specialists** or looking for interim remit as next career move*




Our Partnered Recruitment Service

United in our desire to **support and help businesses grow**, we can provide the following to help you recruit and hire new sales staff. We offer a stand-alone recruitment service or one to complement the recruitment process you do today:

- 1. *End-to-end Recruitment*** – define the parameters of the role into a JD; search for the right people; support the interview process; and, ultimately, help you on-board new recruits
- 2. *Specific elements*** – such as initial support and structured training of your new recruit (further tailored training and development is available on a modular basis in Pivotal Scientific’s separate [Sales Training](#) service)

Exceptional recruitment at a ***discounted rate!*** One fee by one contract, made directly with Ark Talent (no hidden costs)





Success stories and current opportunities




Recruited talent for companies that specialise in antibody/small molecule manufacture, reagent distribution, and more.

Pivotal Scientific Limited

- Sales Director (UK/Ireland) - January 2017
- Sales Manager (Europe) x 3 - October 2017; April 2018; September 2018
- Territory Sales Manager (Europe) - January 2019; ongoing
- CEO (Europe) - January 2019

Why recruit through our combined recruitment service?

- Time to hire (from initial brief to candidate hire) - *average 2-month recruitment process; hired by next quarter*
 - Precise match – *candidates typically hired from first pool of submitted potentials*
 - Network: *partnership combines two networks which allows the target of both active and passive candidates = vast network potential throughout UK, Europe and US*
 - Enjoy competitive rates compared to standard agency fees
- 



In summary

- ✓ Two companies for the price of one
- ✓ Competitive rates
- ✓ Dedicated, supportive resource
- ✓ Well-connected – UK, Europe, US and beyond
- ✓ Renowned market-players in each profession

Please contact [Jenny](#) for more information

