



## Conor Bates

### Robotics Team Sr. Consultant

With over 4 years' experience in Executive Search and resourcing, Conor is a Senior Consultant within the Robotics team, having progressed through Gillespie Manners starting from within the research division.

Conor has a successful track record in delivering Mid-level to senior leadership roles within the Robotics and Automation space globally, from market-leading OEM's/integrators to smaller funded start-ups.

Conor.bates@gillespiemanners.com  
+44 (0) 1442 289 163

 [www.linkedin.com/in/conor-bates](http://www.linkedin.com/in/conor-bates)

 [www.gillespiemanners.com](http://www.gillespiemanners.com)

## CASE STUDIES - OUR GLOBAL EXPERTISE

### RETAINED SEARCH | EMEA

**The client:** A leading visionary software provider for the Robotics market, headquartered in the US with global operations.

**The challenge:** The business sought to expand outside of the US, with a new European entity. They required a first-on-the-ground Sales Leader to generate new business across Europe, but had struggled to recruit from their extended network.

**The solution:** Given Conor's background within the robotics space, he was able to target specific candidates with the high level of skill required for the position. A selection of pre-qualified candidates were selected and the role was successfully placed.

### RETAINED SEARCH | USA

**The client:** A leading global provider of industrial 3D vision, AI-powered automation solutions & robotic intelligence software.

**The challenge:** Being headquartered in Europe, the client had experienced difficulties in it's search for it's first Senior Executive Hire in the US due to a lack of experience in the region.

**The solution:** Conor and his team carried out a market mapping exercise to help target the highest calibre of candidates with experience within the Automation space and who had and had grown a business across North America. As a result, he was successful in placing the candidate within a 10-week window.

### PROJECT SEARCH | APAC

**The client:** A Leading AI Software and Autonomous Robot provider.

**The challenge:** The client was searching for an experienced Sales Manager to help develop their South Korean arm of the business.

**The solution:** Without previous experience delivering searches in South Korea, Conor was able to draw upon the Gillespie Manners expansive network to successfully headhunt and position a Sales Manager within the agreed timeline and on-budget.



Gillespie Manners  
GLOBAL EXECUTIVE SEARCH

## UNITING TALENT AND INDUSTRY

Gillespie Manners search and selection drives businesses forward by carefully selecting the right talent for the right roles. We conduct retained Executive Search, Extended Multiple Hire Search Programmes and Market Incubation Consulting in the UK, North & South America, EMEA and APAC.



## ASHER ANDERSON - IMPLEMENTATION MANAGER AT DEMANDTEC



"Excellent communication skills and was always honest. Provided me with frequent updates and worked hard to chase for information. I absolutely recommend Conor to anyone looking for a new role."

## CONNER NIELSEN - REGIONAL SALES MANAGER AT PACKSIZE



"Conor is a great recruiter! He worked with me for several weeks and was always very responsive and dedicated. When I needed his advice, he was very professional and honest, two great qualities in today's business environment."

Scan to contact Conor

