



## Thomas Lang

### Retail Hardware Team Manager

With over 5 years' Executive Search experience, Thomas heads the Retail technology division at Gillespie Manners. His team of consultants, senior consultants and researchers deliver mid-senior level search projects across EMEA, USA and APAC regions.

- Over 5 years' industry experience
- Over 50 placements made
- PRINCE2 Certified

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## CASE STUDIES - OUR GLOBAL EXPERTISE

### RETAINED SEARCH | EMEA

The client: An Australian headquartered Automation Technology Provider, focused on self-serve applications for the banking verticals.

The challenge: Following a merger and acquisition, the client sought to transform and evolve their business in EMEA, with new leadership and go-to-market teams required to operate out of their UK offices.

The solution: Thomas and his team successfully delivered a new Managing Director, Sales Manager, Key Account Manager, International Partnership Manager and Global Procurement Manager, on-time and within budget.

### RETAINED SEARCH | USA

The client: A US headquartered leading provider of cash automation technology solutions, with over 300 employees and \$70m+ in annual revenue.

The challenge: With a background in predominantly financial markets, the client engaged with us to further establish their presence in the retail vertical.

The solution: Thomas and his team undertook a comprehensive search and placed a Global Retail Unit Business Leader to conduct the clients retail go-to-market strategy globally.

### PROJECT SEARCH | APAC

The client: A global payment technology provider headquartered in Asia. Recognised as a leader in their area of the market covering the retail, banking, gaming and transportation verticals.

The challenge: The client sought to hire a Sales Director APAC, with a focus on leading the sales team for the retail vertical in the region. The business had been searching for the role for many months through its own network and local recruitment partners, with no success.

The solution: Through utilising the Gillespie Manners search methods and 100% headhunting model, following a full map out of the market, the team were able to successfully hire an experienced sales leader from a direct competitor in the market



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.



## CHRIS DECATOR - BUSINESS DEVELOPMENT DIRECTOR AT TELLERMATE



I had the pleasure of working with Thomas and the partners at Gillespie Manners in the capacity of a hiring manager and as a candidate. I found all partners of Gillespie Manners to be of the greatest integrity and professionalism. As a hiring manager, I found the candidates presented by Gillespie Manners of the highest quality and always well suited for the position. As a candidate, I was presented with relevant positions that aligned with my career aspirations and skill level. To any individual seeking a new career or any company looking for a partner to find high-quality candidates, I highly recommend employing the services of Thomas Lang and the partners at Gillespie Manners.

Scan to contact Thomas

