



Fueling business growth with data-driven insights

Nathan's challenge

Nathan Connolly, CEO and Founder of UK-based Consortia, needed data-driven insights to help inform business planning, client development and the company's expansion strategy.



The solution

Nathan and his team turned to LinkedIn Talent Insights for data on external candidate pools and markets to strategically pinpoint office locations where there is a high volume of talent.

“

“With LinkedIn Talent Insights, we’ve been able to identify hidden talent pools, giving us far greater confidence in our expansion strategy.”



Nathan Connolly
CEO & Founder
Consortia

The results

Business Planning

With data-backed insights on where to locate next, Consortia is confidently making their expansion plans a reality.

New Business Development

With the help of Talent Insights, the Consortia team has turned prospects into buyers by sharing personalised insights on their business and industry.

Secured Retained Work

Consortia has experienced increased customer retention now that they can demonstrate a deep understanding of each client’s talent needs.

Placement Strategy

Using Talent Insights, Consortia has secured two permanent placements for new clients that they wouldn’t have been able to win otherwise.