

## HELPING A SMALL BUT GROWING SOFTWARE COMPANY TO FIND SKILLED EMPLOYEES



### Apex Networks at a glance...

Software-as-a-Service (SaaS) provider based in East Kent

Apex Networks' software provides fleet management for the breakdown recovery sector. It is used in over 5mn recoveries annually

Ambitious growth plans led to a 20% growth in the size of their team

Worked occasionally with Morgan Jones for many years but 2018 saw the partnership grow



### Staff Requirements

With a new CEO, Jean-Pierre Dekker, joining in 2018, Apex Networks launched an ambitious growth strategy. Morgan Jones were immediately tasked with finding:

- A Business Development Executive who could help them grow in the patient recovery market
- A Software Developer who also had an understanding of data analytics
- A Support Executive to help onboard their new clients (they had already grown 15%)

As a small company of just 13 staff (now 16) it was really important to source people who could fit in with a small team and were willing to help out wherever needed. By working closely with Apex Networks, Morgan Jones sourced all three employees quickly and efficiently.

The most valuable part of the process was finding that our new team members could bring in additional skills - skills that we did not even know could add value to the business

Jean-Pierre Dekker, CEO  
Apex Networks

