

Toft Group Executive Search Implements Invenias to Support Growth Trajectory

Cloud-based platform to support best practices and deliver efficiencies across the firm

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Invenias, the leading cloud-based platform for executive and strategic hiring, has announced today that California based Toft Group Executive Search, part of the IESF Global Network of executive search firms, has deployed its platform in order to support its impressive growth trajectory. Toft Group, which focuses exclusively on building leadership teams for Life Sciences and Healthcare companies, required a system that would provide it with the operational confidence to scale, whilst sticking to their milestone-focused process that gives clients committed timelines.

Robin Toft, President and CEO of Toft Group comments: "As a company we specialize in a very specific sector – that makes it all the more imperative that we're a data-driven organization, continually speaking with candidates, monitoring opportunities and nurturing our pipeline. Invenias has equipped us with the ability to work as dynamically with data as our clients do."

"The right insights and timely access to data is also imperative for providing a solid foundation on which our company can grow. The more efficiencies we can derive through better data, both in terms of access and quality, the more searches we can manage. We have experienced beyond market growth year-over-year since our inception, and needed a system that was up to the challenge. We found that in Invenias."

Toft founded the company after working in Life Sciences for more than 20 years. While working within industry, she was often frustrated by the lack of statistical data or transparency into the process that executive search agencies provided. As a result, Toft Group uses a defined methodology that encompasses comprehensive and routine client statistical reporting, giving clients full insight into the status of each search. With their previous system, creating these reports required an inordinate amount of consultant and administrative time. Now with Invenias, the data can be retrieved and collated at a push of a button, giving consultants back their most precious commodity – time.

Toft continues: "To ensure there is no redundancy across the company, we adopt a team-based approach. This means I am as likely to be running a report as anyone else who was previously facing the same frustrations. Now, I too am free from the burden of multiple entry points. Additionally, the Invenias team worked with me to create tailored reports with which I can now run my business. The ease with which I can now pull the information I need, and use my new found time to far better effect, is simply amazing."

The experienced migrations team at Invenias was able to successfully move the data from their previous system. This allowed Toft Group to streamline and better leverage the history and relationships they have established and they are now more confident that the database is a more accurate and usable business asset.

David Grundy, CEO, Invenias, commented: "Invenias has been designed to make it as easy as possible for executive search companies to optimize their data and navigate it in a way that delivers tangible business value. If we can give a CEO their time back – as we have with Toft Group – that for me is the ultimate endorsement of our platform because it means we are helping to drive growth and success."

About Invenias

Invenias® is a privately owned software company that enables executive search firms, specialist recruitment companies and enterprise recruitment organizations to effectively deliver better assignments, build stronger relationships with clients and candidates and transform the productivity of their operations with easy to use cloud-based desktop and mobile applications. Incorporated in 2005, Invenias serves thousands of users in over thirty countries across the globe. Invenias is headquartered in Reading, United Kingdom, with additional offices in the US and Malaysia. For more information, please visit www.invenias.com.

About Toft Group Executive Search

Toft Group Executive Search is "Changing the Future of Medicine, One Relationship at a Time" and we take pride in the fact that our work helps our clients accelerate getting novel products to market. We are a global retained executive search firm that is 100% dedicated to Life Sciences & Healthcare industries. Our customers include biotech, pharmaceutical, medical device, digital health, and diagnostic companies. With offices in San Francisco, San Diego and Boston, we assist a wide range of local, national and international companies - from venture backed start-ups to Fortune 500 corporations.

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