



CASE STUDY:

EQUIEM

Equiem are well established as pioneers of tenant experience technology with 9+ years of experience. The most widely adopted platform with 175,000+ users across 9,000+ companies in 4 countries. Equiem's technology and staffing solutions help property owners/managers better connect with occupants, enhance customer service/experience and ultimately, make tenants less likely to exit when their lease expires. The company was founded in 2011 and is headquartered in Melbourne, Australia.



OBJECTIVE:

LMRE was approached to help build out Equiem's sales team in the US and the UK, enabling them to continue to scale globally.



SOLUTION:

LMRE partnered with Equiem's CEO to dig into what experience and qualities they were looking for in this hire. The team at LMRE spoke with different stakeholders throughout Equiem to understand the different perspectives of what the role would entail. LMRE shortlisted a group of high calibre candidates for Equiem to interview and as a result successfully place their Head of Business Development in New York.



FUTURE PLANS:

LMRE will continue to support Equiem as they scale their teams across the US, Europe and APAC.

“This was a very big hire for us at an important time for the company's journey in the US. LMRE understood the challenge, listened closely to what we needed and quickly went about finding us a pool of candidates from which we could interview. We are delighted with the work they have achieved.”

GABRIELLE MCMILLAN, CEO

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