



## CASE STUDY:



OpenSpace was built and conceived on the job site and provides next-generation 360 photo documentation software, powerful integrations and the smartest analytics tools in the industry which is automatically pinned to construction plan location with AI. The company was founded in 2017 and is headquartered in San Francisco, California.



### OBJECTIVE:

To establish OpenSpace's European team; Enterprise Account Executives, Sales Development Representatives and Customer Success Managers.



### SOLUTION:

LMRE partnered with OpenSpace's CEO to understand their upcoming plans for expansion into the European market. They were looking to make their first sales hire that was going to be crucial for their success in a new market. LMRE was able to consult OpenSpace on salary benchmarking and what experience OpenSpace could expect throughout Europe. OpenSpace ended up hiring two rather than one salesperson to open up their UK office. Shortly after LMRE was tasked with building out their customer success and sales development team. A total of 6 hires for their founding European team.



### FUTURE PLANS:

OpenSpace plans to stay close to LMRE as they grow domestically and internationally.

*LMRE was our eyes and ears on the ground in the UK in a labor market we didn't know much about. They really helped us through the process and found us some excellent candidates which will be the foundation of our European team.*

JEEVAN KALANITHI, CEO

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