



## CASE STUDY:



Roby.ai offers an artificial intelligence assistant for rental agencies and property managers. It an autonomous machine that requires only a few human interventions and is able to execute across all the different tasks involved in property management. Roby.ai utilises push notifications via SMS and email to invite users and their clients to engage with the rental process. It reduces manual tasks, streamlines workflow, improves compliance, and reduces costs. The company was founded in 2017 and has offices in both London and Israel.



### OBJECTIVE:

Roby.ai worked with LMRE as they were looking to expand their operations in the UK. Our team were successful placing all roles in their UK team.



### SOLUTION:

Towards the end of 2019 LMRE placed the Head of Business Development and Roby.ai came back seeking help to fill a Lead Account Manager role to start their customer success arm. The job specification required in depth technical understanding with a strong background in Residential Lettings. The team at LMRE worked tirelessly, speaking to circa 60 candidates to find the perfect fit, following up with 17 appropriate profiles and resulting in a successful hire.



### FUTURE PLANS:

LMRE plans on working closely with Roby.ai as they continue to grow.

“LMRE were fantastic to work with, the team were extremely focused, listened and understood our candidate requirements in detail and perhaps most importantly worked tirelessly and patiently to source the right person for the role.”

CHRIS COLE, HEAD OF BUSINESS DEVELOPMENT

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