

# How Bellhops used Hunt Club to hire a CFO, saving \$12,500 in the process.

## CHALLENGE

Bellhops, a tech-driven moving services business and one of the fastest growing companies in the industry, needed an experienced chief financial officer in Chattanooga, TN to shape its strategic direction, growth, and performance.

Bellhops needed a seasoned professional with fundraising experience, and a track record of guiding early-stage startups—in other words, a hands-on person ready to dive-in, fast.

## SOLUTION

With our expert-driven network of 10,000 business leaders, Hunt Club quickly produced 15 candidates with the experience and grit Bellhops needed, and came vetted by top executives within the network.

With a credible and trusted referral attached to an already impressive resume, Hunt Club worked to show the leading candidate that while he was living in Chicago, Bellhops's HQ was where he needed to be.

After several visits to Chattanooga, it became clear to the candidate that Bellhops was the place for him.

## BELLHOPS SAW:

**103**

Experts leveraged

**65**

Referrals generated

**15**

Candidates introduced

**\$12,500**

Saved compared to traditional search