

A close-up photograph of hands working on a green printed circuit board (PCB). The hands are using a pair of silver wire cutters to trim a component. The background is dark and out of focus.

Case study — Going global with Worldline

PCN

WORLDLINE 

• Keeping a world leader ahead of the rest with the right talent.

Founded in 1973, Worldline is a global leader in secure payments and trusted transactions. By being a pioneer in its industry, the company aims to make digital payment and transactional solutions environmentally friendly, widely accessible and support social transformation. Working with more than 1 million merchants, their services focusing on energizing commerce with the most trusted and advanced payment processing solutions.

Our brief

Worldline's main goal was to **accelerate its business** development by expanding its European customer base. They searched specifically for people with experience in dealing with high-risk clients and different payment solutions with niche expertise like cryptocurrency. An ideal candidate was someone with sales skills, high self-sufficiency, and **autonomy**.

They needed talent with niche focuses on the payments sector to **hire two Business Development Managers** for their Payment IQ division. Their priority for the location was Amsterdam, but they were also ready to provide some flexibility and offer a remote/hybrid/on-site position according to the preferences and availability of the potential candidates.



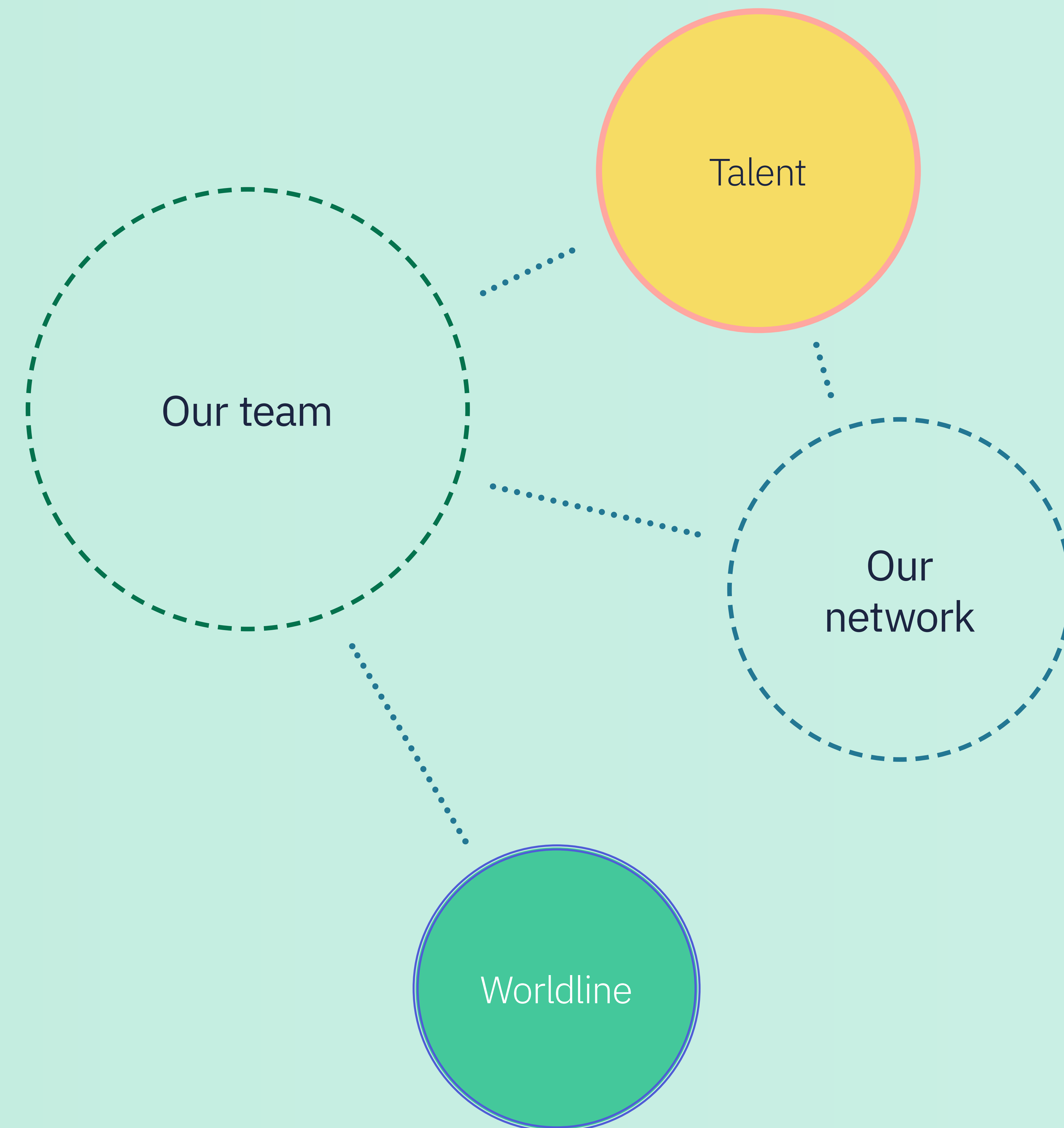
Worldline

Business
Development
Managers

Our approach

While working with our client, Worldline, we started the recruiting process with an initial face-to-face meeting with the hiring manager. By doing a quick research through **PCN's extensive talent pool**, we were able to send over a long list of candidates. After a detailed elimination process, we had a few candidates who fit the precisely tailored role for the company's growth strategy. We were able to provide the option for our client to choose from **many suitable candidates**.

After finding the right fit for the company, Worldline went through a swift interview process, and our candidate was happily integrated into the team quickly. We had feedback from both sides during his onboarding process and maintained **constant communication after his placement**.





The outcome

The goal was to complete the hiring process as soon as possible, which is what happened. After our initial meeting, it took us only 45 days to fill the positions, which was **25% faster than the average time** to find two successful candidates. Our first candidate started 15 days later and was followed by the second two weeks later.

In a short amount of time, PCN was able to fill two challenging positions that required niche expertise in fintech and payments industries. We continued to be in contact with both parties during the onboarding process and later to guarantee **a long relationship between the candidates and the company.**

Our candidate broke their record of time-to-close during the first deal he did after he joined Worldline. Proving that our talent pool is filled with quality candidates that can make a difference.

Locations

Latvia

United Kingdom

Netherlands

Cyprus

Malta

Sweden

Placements / Roles

x2 Global Business Development Manager

More undisclosed projects are currently underway.

The feedback from our client

Besides the limited time, finding the best candidates to leverage Worldline's expansion strategy for their customer base in Europe was a challenging one. Our partnership required a 360° recruitment expertise which we could easily provide with the company.

This feedback gives us the credentials to get new projects and deliver the high level of expertise we have become known for.

“It was absolutely **fantastic working with the PCN** team in our global growth expansion. They have been very responsive and worked hard to understand our needs and expectations from the potential candidates genuinely. We especially value their consultative approach and **effective communication**. It was great to see they were following up on the onboarding process of hired candidates and their hiring process.”

– Roy Blokker

(Global Head of Sales at PaymentIQ/Worldline)



Let's connect

To deliver top service, you have to be on the pulse of the industry. Continue monitoring the ups and downs to keep you and your clients ahead of the rest.

If you are interested in how PCN can help your business grow, contact us/book a free consultation with us; we're always eager to help you grow.

Are you interested to know more? **Contact us for more info!**

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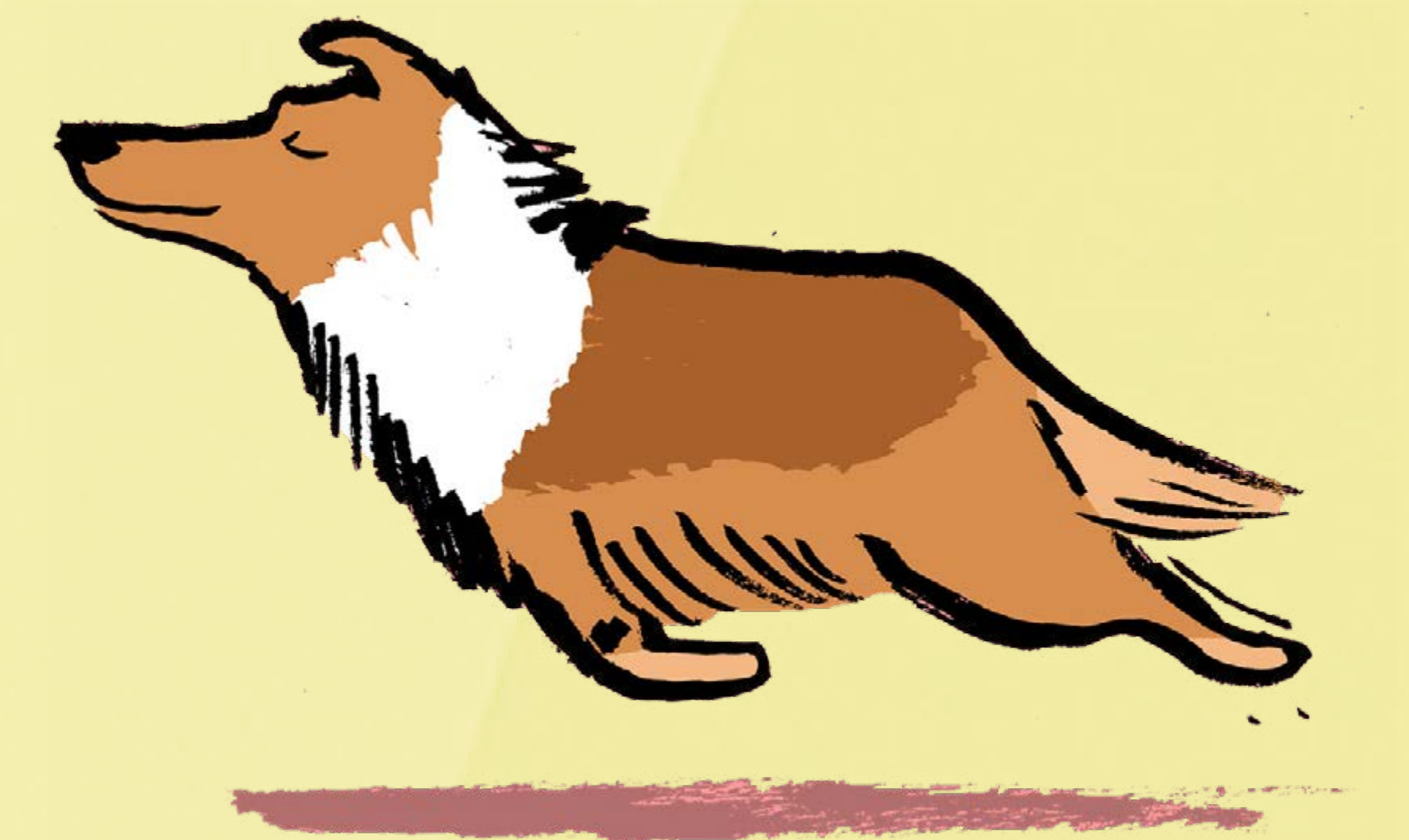
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Global Inquiries

We're happy to speak to you about work in Atlanta, Paris, London & Singapore

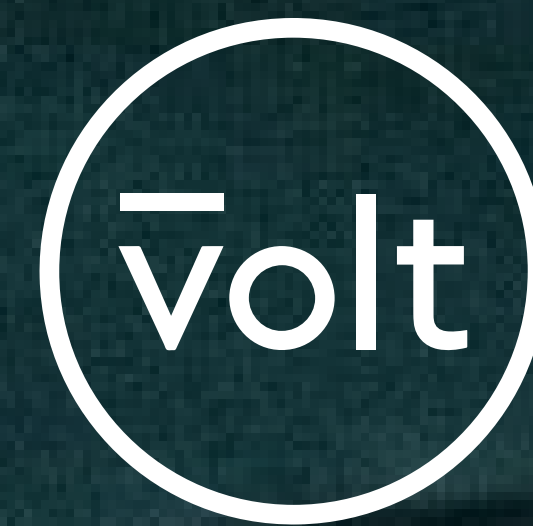
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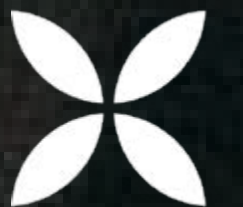
Who we do it for...

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Sell Global, Feel Local

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Plus many more undisclosed clients...