

A close-up, low-angle shot of an astronaut's helmet, likely from the movie Interstellar. The helmet is dark and metallic, with various sensors and cameras attached. The visor reflects the bright, curved horizon of the Earth, showing a mix of blue oceans and white clouds. The background is a deep, dark space with a few distant stars.

REKALL

consulting

www.rekallconsulting.com

Bringing Top Tech Talent Down To Earth.



Welcome Message

Rekall Consulting is your ultimate growth partner in tech. Our team is committed to propelling startups to industry leadership, with a track record that speaks volumes. If you're a CEO who needs quick hires, wants to optimize recruitment spend, and demands the right hires the first time, let's talk. Your success is our priority.

Will Bourne
CEO/Co-Founder

Our Agenda

Talent strategies for start-ups and scale-up companies.

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|-----|-------------------|-----|--------------------|
| 01. | About Us | 04. | Our Clients |
| 02. | Approach | 05. | Pricing |
| 03. | Milestones | 06. | FAQ |



About Us

SCALING STARTS NOW

We specialise in Tech Recruitment and Consultancy. We exclusively serve startups and scale-ups as your ultimate growth partner in the tech realm.

We have become the backbone for over 16 startups, shaping high performing teams and ensuring market domination.

01.

Our Goals

Unleashing Tech Progress, One Exceptional Mind at a Time



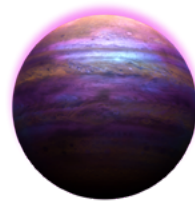
1. Accelerate Startup company Growth

Our primary goal is to help our clients quickly build high-performing teams, secure venture capital investments, and achieve industry leadership status.



2. Eliminate Recruitment Challenges

We are committed to solving startup recruitment challenges: time constraints, cost concerns, and mitigating bad hires for tech success.



3. Become the preferred talent partner

Our long-term goal is to become the preferred talent partner for tech startups and scale-ups worldwide.

Our Mission

We believe that unique thinkers propel the world forward, and we're here to ensure they're where they belong.

We are on a relentless quest to deliver talent that transforms tech startups into industry leaders.

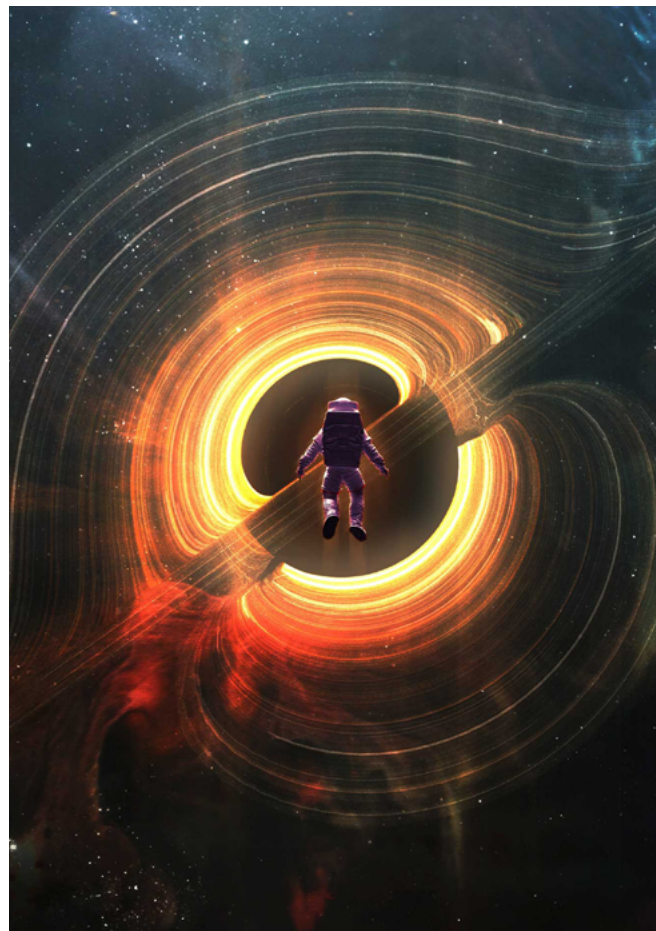


Our Vision

Everything in this world is about having the right people around you. It's about those who safeguard your culture, breathe life into your visions, and stand by you unwaveringly as you march toward your goals.

Never choose product over people. Find the right people, put the work in and you can have the life you want.

We envision a future where every ambitious tech startup can effortlessly access the exceptional talent it needs, fostering innovation, securing investments, and ultimately, reshaping industries.



Our Values



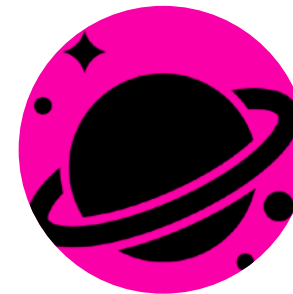
Dedication

Committed to our clients' success, treating their goals as our own and ensuring unwavering support.



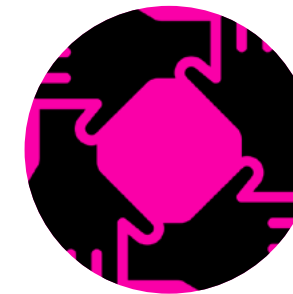
Speed

Swift, efficient solutions tailored to save time and drive rapid growth for startups.



Transparency

Building trust through openness, our honesty strengthens bonds, creating authentic connections.



Culture

We value Cultural scalability and diversity: protecting the culture of your business as it grows.



Who **We Are**

What makes us different?

While we excel at speed and precision in recruitment, what truly sets us apart is our unwavering commitment to placing exceptional minds in the heart of progress.

Our expertise in DevTooling and Cloud Native markets draws on 15 years of startup and scale-up hiring.



What **We Do** ?



Recruitment

Rapid tech talent acquisition, reducing risk, and securing your startup's growth trajectory.



Consultancy

Strategic hiring solutions, talent mapping, diversity, and project augmentation for cosmic success.



VC Support

Scale-up partner, sourcing top talent, and crafting stellar teams for startup portfolio acceleration.

Why Choose Us



We are Fast

Under 14 days per hire for partners. No more waiting around.



We know Talent

You will have access to our professional network and dedicated talent pool.



We are cost effective

Flexible payment models. No surprise fees that drain your cash flow.



We know the market

We have a deep market understanding, and over 15 years of expertise.



No Bad Hires

We offer risk mitigation and rigorous vetting, reducing the risk of bad hires to nearly 100%.



We help with funding

Proven success in building high-performing teams for attracting VC funding.

1. Discovery & Assessment

Begin with a Discovery Session, reviewing D&I practices, and assessing onboarding processes for alignment.

2. Recruitment Analysis

Analyze recruitment practices, attraction methods, retention, and candidate experience. Examine metrics like job duration and time-to-hire.

3. Setting SMART Goals

Define SMART goals for recruitment, aligning them with broader business objectives for clarity and effectiveness.

4. Implementation

Leverage Rekal's trained staff for D&I assessments, employ structured interviews with cultural insights, and innovate role promotion.

Our Approach

5. Scale & Support

Scale up in 2-4 weeks with a Rekal specialist, ensuring two signed contracts monthly, flexible management, and diverse candidate pools.

02.

Our Founder

Global tech staffing expert with a vast network, strategic collaborations, and a long track record of success.



WILL BOURNE

"I started Rekall Consulting near the end of the pandemic, after taking a three-month break to play in a beach band in Spain. The idea behind Rekall was simple: specialize in Cloud Native, DevTooling, and Cyber markets, and become well-known for our unique branding.

Fast forward three years, and I'm really proud of what we've achieved. We've helped founders expand their teams worldwide, attracting funding and acquisition opportunities. It's incredibly satisfying, as it means we're doing our job well and getting closer to my goal of starting a family one day."

The Problem

Tech startups face a harsh reality: around 90% fail, and recruitment troubles are a critical factor. A bad hire can cost 30% to 213% of an employee's salary. Meanwhile, the 66-day average hiring time hinders growth. To thrive, startups must transform their approach to talent acquisition.

Our Solution

At Rekall Consulting, we redefine tech recruitment with lightning-fast hires, ensuring precise matches through our unique assessment and rigorous vetting processes.

Our fixed recruitment spending model guarantees budget peace of mind, while our expertise in DevTooling and Cloud Native markets paves the way for successful venture capital attraction.

Our specialized approach identifies exceptional talent, driving revenue growth that propels your startup forward. We are the compass guiding startups towards unprecedented success, one precise hire at a time.

Team Skill

Our elite squad of talent hunters is laser-focused on unearthing the best in DevOps and Cloud Native technologies. We're more than ready to respond swiftly to your project needs.

**7
Days**

Is our record
fastest time
to hire.

**14
Days**

Is our average
time to hire a
candidate.

**16
Clients**

We have helped
scale in 2023
alone.

**72
Hours**

For partners we
can provide full
teams, quickly.



We helped Wiz find talent that contributed to them becoming the fastest growing startup in history.

"As many of us in tech, we get daily messages and calls advertising positions that may or may not adjust to our skills, preferences, or ambitions.

Rekall Consulting reached out to me, having done due diligence on both the position available and myself as a candidate, almost guaranteeing a successful placement.

From a personal perspective, I got the job I wanted, in an organisation that is of the right size, and in the right market, with an outstanding product.

Candidates, do pick up the phone when someone from Rekall Consulting calls. As a hiring manager, I'd recommend them."



Nicolas
Corrarello
- Director

WIZ

The Hires

- Sales
- Presales
- Marketing

Nuaware

We helped Nuaware hire all around the world.

The Hires

- Sales
- Presales
- Marketing
- Customer Engagement Manager

Locations

- UK
- France
- Germany
- UAE
- USA
- Netherlands

"We are really pleased to have a partner like Rekall who is able to help us all around the world, the proof isn't just in the pudding, the fact is we have already recommended their service to our clients who I know are also using Rekall Consulting services globally, we couldn't be happier."

Luke Hasty - MD & Co-Founder



Reinventing how the world accesses and uses cloud native technologies

We took Cloudquery from stealth mode to seed funding, then to series A with the talent we found them.



Yevgeny Pats – CEO

CloudQuery

“We couldn’t have got to round A without the staff Rekall provided.”

The Hires

- Director of Engineering
- Developer Advocate
- Front End Leader
- Product Design Engineer
- Golang Back End Specialist
- Senior SRE

“Rekall took the time to understand the culture of my business, what exactly I was looking to achieve, and create a recruitment process that was bespoke to CloudQuery.”

Rekall was instrumental in helping recruit our engineering team that built the product you see today, we couldn’t have got to round A without the staff they provided. In summary, I am very happy to recommend Rekall Consulting as a recruitment partner for anyone looking to scale up their business with great talent.”

Our Clients



Our Pricing

Daily rates or Employee-as-a-service, per project, or subscription 'pay as you go' style payment options are available to ensure you only pay for the service levels you need. This flexibility allows our clients to quickly scale up or down, dependent on current & future requirements.

Rekall Consulting is more than an interim solution – we are an end-to-end service delivery & partnership consultancy to deliver your long-term talent strategies & goals.

- Key Hire Recruitment: 25% of base, payable in 1/3/12 installments based on your funding status.
- Project Hiring: Enjoy the flexibility of a Fixed Monthly Service Charge along with a Success Fee.
- IT Contract Recruitment: Reach out to us for specific details tailored to your needs.

05.

Pitch Deck

FAQ

Question

What Roles Do Rekall Specialise In?

Answer

We excel in recruiting for Sales, including Enterprise Sales, Mid-Market SDR, Pre-sales, and Sales Engineering, as well as roles in Solutions Engineering. Our expertise extends to Marketing, encompassing both traditional and digital aspects, with a particular focus on startup launch marketing functions. Beyond these, we take pride in building high-performing engineering teams for various companies, from stealth startups to those in the seeded and Round A stages.

What Areas Have Rekall Hired In?

Our recruitment footprint extends across diverse geographies. In the USA, we've successfully hired on both the West and East coasts, particularly within the Cybersecurity and Dev Tooling industries. Being a UK-based company, our core focus includes the UK and EMEA, covering regions like the Netherlands, Nordics, Germany, and the DACH territory. Our expertise also reaches New Zealand, where we've assisted a company in Central Europe, the USA, Asia Pacific region and Israel.

06.

Pitch Deck

It All Starts With A Conversation



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