

Acquired Founder Becomes Platform's Top Biller

Context

ZRG Partners (a rapidly growing global talent firm) acquired London-based Walter James and sought to integrate the firm's founder into the wider platform ecosystem.

Client Task

Leverage the founder's team-building and revenue-generating skills to retain his clients and grow top-line generation at the scale of the wider enterprise.

RKE Solution

A 12-month coaching plan that included assessments, a combination of in-person and virtual coaching, and advisory consults with management regarding the founder's best path forward.

Client Results

1. The Founder rose to be the top biller for the firm in 2024.
2. He has ascended to CRO for Europe.
3. He is generally well-regarded by peers and reports and looks forward to a profitable future for the firm.

The RKE Difference



Real-World Tested



Multimodal Learning



Best Team On the Field

Testimonial

"RKE's Coaching took a founder and empowered him to make a winning and enduring contribution to our broader business. This progress preserves the millions we invested in the original purchase and is a key driver of our ongoing growth performance."

Larry Hartmann, CEO



an **RFE** portfolio company