



## Case Study

# Strategic recruitment partnership with Executive Integrity and ACCURE

## The Client



### Client Overview

ACCURE Battery Intelligence provides predictive analytics software to enhance battery safety, performance, and lifespan across sectors like electric vehicles and energy storage. Their mission is to make batteries safer, more reliable, and sustainable through advanced analytics. They are currently serving 5+ GWh of battery systems across the globe and actively monitoring 45+ BESS sites.

**Entity** | ACCURE

**Industry** | Battery Intelligence

**Year Founded** | 2020

**Headcount** | 65+

## Overview

We helped ACCURE bounce back from a failed hiring process, rebuild credibility with top-tier candidates, and secure talent that matched both the mission and momentum of the company.

We successfully placed three Business Development Managers across Europe and one Head of Australia, each delivering strategic value from day one.

The BDMs have driven commercial traction across key European markets, opened doors with high-value energy clients, and built pipelines that directly support ACCURE's growth goals.

The Australian hire laid the foundation for APAC expansion, establishing ACCURE's presence, building early partnerships, and giving them boots on the ground in a new region.

As a result, the company gained not only four high-performing hires but a more efficient, data-driven, and candidate-friendly recruitment process that's boosted their employer brand in a competitive global market.

## Client Testimonial

*"Kate and the team have demonstrated their quality of their services. The team took time to understand our needs, which had a complex balance of technical experience and company culture. Since December, they've placed four salespeople across the UK, Australia, and Europe, and we have one more position to close. ACCURE tried several other vendors, but none of them delivered. The result is that Executive Integrity is now our exclusive partner for all sales positions."*

**Steve Higgins** | Director | ACCURE

## Hiring Manager: Steve Higgins



Director | Sales  
**ACCURE**

Steve Higgins is a sales leader with a distinguished 17-year career scaling commercial teams and specialising in bringing new products to market across the US and Europe.

He is responsible for setting the strategy and driving the commercial success of ACCURE'S sales team, globally.

## Challenge Summary

ACCURE needed speed and precision after a failed hiring attempt. We brought both, along with transparency and constant alignment. They chose us for our sector focus. They stayed with us for the results.

## Solution Summary

To get it right from the start, we ran a full job brief with all ACCURE hiring managers, digging into their goals, gaps, and team dynamics. That insight shaped a tailored plan for two distinct roles.

For the Business Development position, we assigned a dedicated account manager and built a full market map. This identified high-performing commercial talent in relevant sectors and pinpointed target companies to approach directly.

For the Head of Australia, we delivered a full executive search. We used psychometric assessments and personalised video intros to showcase shortlisted candidates. These replaced first-stage interviews, saving time and helping the EU-based team assess communication style, leadership presence, and culture fit, critical for their first hire in the region.



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### Industry experts with integrity - true recruitment partnership

At Executive Integrity, we specialise in connecting organisations with the talent to drive sales growth and facilitate expansion into new territories.

By partnering with us, you'll gain access to a network of professionals who align with your company's values and objectives, empowering your sales team and supporting your strategic growth initiatives.

**Let's build your teams - contact us today to explore how our tailored recruitment solutions.**



**Kate Drever**  
Head of Executive Search

kate.drever@executive-integrity.com

### Candidate Spotlight

*"Kate was fantastic throughout my recruitment process for a role in the clean tech and renewable energy sector.*

*She provided excellent support, kept communication clear and consistent, and helped me feel fully prepared at every stage. Her industry knowledge and proactive approach made a real difference.*

*Highly recommend."*

**Business Development Manager**  
Accure

### Candidate Spotlight

*"My engagement with Executive Integrity was led by Kate Drever. I have worked with Kate as both a hiring manager and a candidate. Kate is professional, consultative and curious to know about my business and candidate requirements while hiring.*

*She applies the same approach while representing me as a candidate. Kate worked effectively with the hiring company and I to negotiate an agreement that we were both happy with. I commend Kate to anyone looking to hire, or those people looking for their next opportunity."*

**Head of Australia**  
Accure