

2023-02-13 Quest Global Job Description Template Intros (2 of 4)

## Talent Acquisition (2 of 4 JDs)

## Leadership / Senior executives

## WHY YOU ARE FOR US!

- Inspiring a team and aligning people around the goal of value creation are why you leap out of bed electrified (fired up, eager, adrenalized) to take on the day.
- You are a strategic and independent thinker capable of enacting organizational changes that will benefit a company and its employees, customers, and partners.
- You balance keen insight into stakeholders' priorities with an unrelenting focus on delivering business results.

## WHY WE ARE FOR YOU!

- We are a global organization with deep domain knowledge – and presence in five of the top ten OEMs – across the seven essential enterprises we service.
- We are an engineering company driven by aspiration, hunger and humility, and managed by leaders that vigorously build people for success and resolutely see setbacks as opportunities.
- We are a diverse, innovative team of 13,000+ extraordinary employees deeply committed to our collective goal of making the impossible possible.

Quest Global is a company leading the charge for engineering innovation and excellence, backed by the understanding that what we are really engineering is a brighter future for us all. If you long to engage in meaningful work with an organization that truly believes when you win, we all win, and when you fail, we all learn, then we're eager to speak with you.

## Sales

## WHY YOU ARE FOR US!

- You are energized to take on the day in the company of an organization that properly understands, respects, and supports the sales process.
- You are a top performer, who continually wants to do better than you are already doing and succeed more than you are already succeeding.
- You are a dreamer and doer, who understands and values the ways in which engineering has the potential to solve the problems of today that stand in the way of tomorrow.

## WHY WE ARE FOR YOU!

- We are a well-regarded, major player across seven hi-tech verticals with untapped market potential that is growing exponentially.
- We are a twenty-five year company that has long recognized and celebrated the ways in which our sales professionals contribute to the future success of us all.
- We are a global engineering company driven by aspiration, hunger and humility, and managed by a leadership team that builds its people for success with boundary-less opportunity.

Quest Global is an organization at the forefront of innovation and excellence. As a team of wildly diverse engineers, we recognize that what we are really engineering is a brighter future for us all. If you long to engage in meaningful work with an organization that truly believes when you win, we all win, and when you fail, we all learn, then we're eager to speak with you.

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Sept. 2018 - Brillium Email Onboarding Campaign

## TRIAL ACCOUNTS

Create...

**SUBJECT LINE: CREATE BRILLIANT \*SELECTED INTEREST\* RIGHT AWAY**

Hello \*First Name\*,

Many customers know the 3 steps essential to any successful assessment process - create, deliver and analyze - but only Brillium customers are armed with the best tool for executing all three.

Welcome to Brillium, the world's most brilliant software for gathering the kind of human data that gives your team the competitive edge.

As you begin creating \*Selected Area of Interest\* within your trial account, know that we are here to guide you along. That's why you'll hear from us in the coming days and weeks with valuable tips and links to short articles and videos designed to bolster your experience, minimize your effort and highlight Brillium's most utilitarian features.

Can't wait? We understand. To explore our wealth of helpful articles and videos, simply click below.

Button  
SJ Signature

Deliver...

**SUBJECT LINE: RELIABLY DELIVER \*SELECTED INTEREST\* TO YOUR DESIRED AUDIENCE**

Hello \*First Name\*,

By now we hope you've had time to explore your Brillium trial account and create dynamic \*Selected Interest.\* If so, you are probably already thinking about how, when and to whom you will deliver them. Good. This is a vital step.

While Brillium is delightfully intuitive, we know some people feel bewildered, even apprehensive, about the technical complexities of reliable delivery. But you can breathe easy; we've got you covered. Our goal is to make each step of the assessment process as silky smooth as possible. That's why below you will find a link to several informative articles and videos that will help you manage assessment delivery like a pro in no time at all.

Brillium.... helping you succeed every step of the way. Button  
SJ Signature

Analyze...

**SUBJECT LINE: DEEPLY ANALYZE \*SELECTED INTEREST\* WITH EASE**

Hello \*First Name\*,

At Brillium, we understand that the ultimate goal of creating and delivering purposeful assessments is to generate meaningful data, data that can vitally improve your organization's intellectual landscape.

If you've delved far enough into your trial account, then you've probably already generated results and encountered the unparalleled excellence of Brillium's results analysis. If not, you'll soon experience for yourself just how robust our summaries and reports are, and how they can unearth valuable insights that will inevitably lead to content improvement and identification, even elimination, of knowledge gaps.

To help you fully realize and optimally utilize the wealth of data Brillium has to offer, we have compiled a few short how-to articles and videos that will introduce you to our mighty analysis features.

Simply click below to learn more. Button  
SJ Signature

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## **Feb. 2023 - Quest Global Investment Inquiry Statement FINAL**

Reactive media and customer statements

### **Approved Reactive-Only Media Statement**

As we strive to be the most trusted partner for the world's hardest problems, we're expanding our reach and building our company every day – fueled by both organic and inorganic growth. Investments by private equity firms are an integral part of our overall growth strategy and are part of the normal course of business. Investments and exits by private equity firms fluctuate and are prudently planned.

We are grateful to have trusted private equity partners who recognize the value of our business and support its continued growth. Quest Global has delivered 25 years of engineering excellence and we look forward to building on our exceptional track record and continuing to realize significant growth on our journey to become a centenary company.

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## **FINAL**

Dear [Customer Name]:

Thank you for contacting us regarding unofficial reports circulating about potential new investors in Quest Global.

Given the enduring substance and success of our partnership, you know better than most how diligently we work to be the most trusted partner for the world's hardest engineering problems. We do that in various ways, such as expanding our team – most recently from 13,000 to an all-time high of over 17,000 – to keep pace with growing demand and by joining forces with outstanding organizations like yours, so we can broaden our reach and multiply our positive impact. We fuel that growth both organically and inorganically and with prudently planned investments and exits made by private equity firms as part of the normal course of business.

Recently, some of our growth strategy efforts have been the subject of rumors. As a company that identifies transparency as one of our culture pillars, it is difficult not to be able to answer your inquiries directly; however, as a company that embraces integrity as a core value, we do not substantiate rumors, comment on media speculation, name potentially interested parties, or otherwise discuss private negotiations. We are confident that you at [Customer Company Name] understand this tenuous position, having been there many times yourselves.

We are grateful to customers like you who place your trust in us and appreciate the equity partners who recognize the value of our business and support its continued growth. Quest Global has delivered 25 years of engineering excellence. We are determined to continue building on our exceptional record of accomplishment and realizing significant growth on our journey to become a centenary company.

Best regards,

[Name]

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### **Dec. 12, 2022 - Quest Global Customer Invitation**

#### **Invitation - No Prior Contact**

Dear <First Name>,

At Quest Global, we nurture an intense intellectual curiosity and create robust opportunities for knowledge sharing because no one of us has all the answers alone. This belief, central to who we are, was the driving force behind the creation of a new, exclusive thought-leadership collaborative we call *The Future Forward Invitational*.

It is my privilege and pleasure to invite you to the inaugural meeting of this unique event to be held on March 6<sup>th</sup> and 7<sup>th</sup>, 2023, in Bangalore, India.

This event will bring together a host of insightful, inquisitive senior leaders like yourself in a conducive, discreet environment. We will hear from distinguished experts, engage in strategic and meaningful discourse, and discuss and debate the most pressing topics affecting our businesses today, such as jumpstarting innovation, managing business in unsteady times, prioritizing sustainability, and attracting and retaining top talent.

Please join us for these two remarkable days of focused learning, featuring and attended by invited industry leaders from across the globe. After all, although we are all in the business of engineering, what the world really needs is for us to be in the business of building a brighter future. I believe that alongside partners like you, we will do just that.

Thank you.

Best regards,

**Ajit Prabhu**

Chairman & CEO, Quest Global

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**Invitation – RSVP Still Pending**

Dear <First Name>,

At Quest Global, we steadfastly believe that partnerships and collaborations make us better, brighter, and bolder. This belief, central to who we are, was the driving force behind the creation of *The Future Forward Invitational*, an exclusive thought-leadership event open by invitation only to a key group of esteemed senior leaders like yourself

The benefits of attending this unique event, which will take place on March 6<sup>th</sup> and 7<sup>th</sup>, 2023, in Bangalore, India, are myriad. We will be privy to insights from distinguished experts, engage in strategic and meaningful discourse, and discuss and debate the most pressing topics affecting our businesses today, such as jumpstarting innovation, managing business in unsteady times, prioritizing sustainability, and attracting and retaining top talent.

As you review your calendar against those dates, my hope is that you will be able to prioritize joining us there. If you have any questions or concerns regarding conference, please reach out to my team for assistance.

In the meantime, I look forward to this opportunity to strengthen our partnership, enhance our joint capabilities, and work together to build a brighter future for all.

Thank you.

Best regards,

**Ajit Prabhu**

Chairman & CEO, Quest Global

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## [2017-11-02 Cie Peterson Blog Post](#)

### **I Am a Parachute**

A friend of mine lost his job recently.

That got me thinking about comfort and complacency, predictability and routine, the ways in which we favor that which we know, even that which we do not like very much, over that which is strange and uncertain. That is who we are. It's wired into our DNA and reinforced from infancy. Don't talk to strangers. Stick to what you know. There is comfort in routine, and, in fact, there is. Children love to hear the same stories over and over again, and every parenting expert in the world will tell you that if you want your child to sleep well – or if you yourself want to sleep well – follow the same nighttime routine and watch as baby (or you!) calmly drifts away on a comfy cloud bound for slumberland.

So we are not daredevils, which is perhaps why we so admire those people who are, the ones who seek opportunities to jump out of planes when most of us would rather know that we have a seat. In fact, most of us would rather know that we have the same seat on the same flight on the same airline on the same day of the week because doing what we know is always easier than doing something else.

And then you lose a job. Someone pushes you out of an airplane, and like it or not, choose it or not, daredevil or not, once you're out and the plane keeps flying you have no choice but to take the strange and uncertain, alarming and unwelcome trip down to the ground. But here's the thing: As long as you have a parachute, you have all the opportunity in the world to choose what type of trip down to the ground you are going to have. And so I reminded my friend that I am his parachute. I told him that he can go down screaming and fighting or he can choose to go down placidly, looking and listening, paying attention to everything there is to see and hear from his great vantage point in the sky. He can contemplate the ride in quietness and attentiveness so that by the time he gets back down to the earth he may have just learned a thing or two about himself, the world around him, and what his very first step should be once he is once again on terra firma.

There is a song that has had great meaning in my life. It is called *For a Dancer* and was written by Jackson Browne for a friend of his who died tragically in a fire. In it he says, "no matter how close to yours another's steps have grown, in the end there is one dance you'll do alone." There are many sorrowful dances we do in our lives. Luckily, for most of us, we do not do these alone. The people who love us - the ones who likewise suffer, in part because we do, in part because there is little they can do to help - become our parachutes. They hold us up and keep us aloft, they make the journey down softer and safer, they save us and give us hope. So if you happen to find yourself airborne and falling, look up, feel safe, and take the time you need to give yourself over to the possibilities inherent in the ride.

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**March 2013 If I Had a Dime, an original animated series by Cie Peterson - Facebook version**

*The Grateful Dead or Dead Men Don't Pay Taxes*  
INSTALLMENT 1

Generic City, 1974.

Deflated heroine Miranda Davis is beginning to brighten after the recent loss of her beloved, albeit estranged, husband Danforth Ellington III.

BEA

So Tony's leaving today? Heading back to the Peace Corps?

MIRANDA

Tony! Oh my goodness. What time is it? He's going to miss his flight.

TONY

(entering the room) No, mom, I'm good. Hi, Aunt Bea.

BEA

Sweetheart, you're really old enough now to just call me Bea.

TONY

I know, but I like calling you Aunt Bea. Makes me feel like I'm Opie and I live in Mayberry where everyone is happy and there's no inflation or streaking.

BEA

Well, dear, Opie is Richie Cunningham now, so even he doesn't have an Aunt Bea anymore. (To Miranda) He sure was a cute kid, but I don't know about him now. You're in the biz, do you see his career going much further after *Happy Days* runs its course?

MIRANDA

Oh absolutely not. (To Tony) So, Anton, are you leaving now?

TONY

Mom . . . C'mon!!

MIRANDA

What?! Bea knows that's your real name. You should be proud. You're the namesake of...

MIRANDA / BEA / TONY (simultaneously)

...a great talent and brilliant writer.

BEA

(Aside to Tony) I told her at the time it was a ridiculous name. If it wasn't for me, it would have been Constantin, you know.

TONY

TONY

I know. Thank you.

BEA

You're welcome. Now stop calling me Aunt Bea.

TONY

(to Miranda) Yeah, mom, I'm getting ready to leave. You sure you're gonna be okay? I hate leaving you like this.

MIRANDA

I'll be fine. I don't want you sticking around here anymore for me.

BEA

Plus, she's got me, so what could go wrong?

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Unfortunately, unbeknownst to Miranda, Bea, or Tony, across town in the grim offices of the Underpaid/Overdue Office, rigid UO Agent Earnest Mee is about to open his biggest case to date: the unpaid account of recently deceased Danforth Ellington III.

Stay tuned for the next installment in *The Grateful Dead or Dead Men Don't Pay Taxes* . . .