



Direct Recruiters has been recognized as the relationship-focused search firm that assists EdTech organizations with recruiting, acquiring and retaining high-impact talent for mission-critical positions. We have been a trusted partner for some of the most progressive companies in the industry.

### FINDING TOP TALENT

Direct Recruiters is a relationship-focused EdTech search firm that assists companies that create education technology, adaptive technology software firms and academic institutions in finding top-tier talent. DRI provides employee placement recruitment services, management consulting, strategic hiring, contract staffing and executive search services.

DRI recruiters find, contact, interview and help place high-impact EdTech professionals and learning technology experts in mission-critical positions.



### CORE VALUES

DRI's core values are our driving forces behind all that we do. We strive to meet our values in our relationships with clients, candidates and coworkers.

1. Respectfully tenacious
2. Team player
3. Positively impacts others
4. Solutions oriented

Across North America, we place leaders and build teams comprised of the following levels:

#### Levels That We Work With (We Place Leaders & Build Teams)

**C-Suite** (CEO, COO, CRO, CFO, CMO, CTO, CPO, CHRO)

**Leadership** (EVP and VPs – Sales, Marketing, Operations, Engineering, Product Management)

**Mid-Management** (Directors and Managers – Sales, Marketing, Operations, Product Management)

**Contributor-level** (Sales, Marketing, Operations, Product Management)

On a daily basis, our GovTech Recruiters are in contact with executive management and hiring authorities looking to hire top professionals in the areas below:

#### Functions (Types of Roles We Fill)

**Growth** (BDR, Account Executives, Channel Sales, Alliances, Business Development)

**Retention** (Account Managers, Customer Success, Support Engineers)

**Marketing** (Full-stack Marketing, MarCom, Digital Marketing, Product Marketing)

**Product Management** (Product Managers, Product Owners, Product Marketing)

**Field-based Engineers** (Field Engineers, Sales Engineers, Solutions Architects, Systems Engineers)

**Implementation** (Program Managers, Project Managers, Deployment & Implementation Professionals)

The DRI team is comprised of Recruiters and Research Associates with 70+ years of experience who place professionals and executives specializing in these areas of technology:

E-Learning Platforms  
Digital Content SaaS  
Predictive/Analytical SaaS  
Adaptive Learning SaaS

Learning Management Systems  
Education Management Platforms  
Communication & Collaboration  
Platforms

IT Infrastructure/Managed Services  
Providers  
AV—Displays, Digital Signage, etc.