



FINANCING GROWTH AND PAYROLL CONFIDENCE

How Raise Recruiting partnered with eCapital to eliminate cash flow stress and fuel expansion

Raise Recruiting is a fast-growing staffing agency dedicated to connecting top talent with employers across industries. With a commitment to understanding both client and candidate needs, Raise Recruiting has built a reputation for reliability, responsiveness, and quality service. As the company grew, it experienced financing pressures, particularly around managing cash flow while scaling operations.

THE CHALLENGE:

Meeting payroll while scaling fast

As Raise Recruiting grew, one of their biggest hurdles was managing cash flow, especially ensuring payroll was met on time while waiting for client payments. "Before partnering with eCapital, this created ongoing stress and limited how quickly we could take on new opportunities," said Karen Mann, CFO, Raise Recruiting.

The company needed a financing solution that could cover payroll, support day-to-day operations, and provide flexibility to scale, all without slowing down business growth.



Company profile



LOCATION

Oakville, Ontario



COMPANY SIZE:

Mid-size



INDUSTRY:

Staffing



FINANCING SOLUTION:

A/R Financing



FACILITY SIZE:

Grew from \$50MM to \$65MM



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— Karen Mann, CFO, Raise Recruiting

THE SOLUTION:

A tailored financing partnership

Raise Recruiting chose eCapital because of its deep understanding of the staffing industry and the unique cash flow challenges it faces. “From the beginning, they took the time to get to know our company and worked with us to design a credit facility that fit our needs. It didn’t feel like a cookie-cutter approach—it felt like they were truly partnering with us,” Karen explains.

What set eCapital apart was the team’s collaborative and approachable style. They weren’t just focused on the numbers; they wanted to understand Raise Recruiting’s goals and find ways to support them. The onboarding process was smooth, and proactive communication gave the team confidence they had chosen the right partner.

The support of their Portfolio Manager, Ross Price, was especially valuable. “Ross has been fantastic to work with. As our company has grown and our credit needs have increased, Ross has been right there with us—helping us navigate the process of increasing our credit limit. He’s been responsive, easy to talk to, and has made what could have been a stressful process feel straightforward and manageable,” Karen notes.

The ability to seamlessly expand their facility to \$65MM as the company scaled gave Raise Recruiting confidence that eCapital could keep pace with their growth.



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— Karen Mann, CFO, Raise Recruiting

THE RESULTS:

Flexibility to grow and focus on clients

Having this financing facility in place has taken pressure off Raise Recruiting’s operations. “It’s allowed us to focus more on serving our clients and growing the business, knowing we have the support we need to cover payroll and other expenses as we scale. That flexibility has been a real game-changer for us,” says Karen.

With eCapital’s support, Raise Recruiting now has the liquidity to seize new opportunities without worrying about cash flow constraints. For other businesses facing similar challenges, Karen advises, “Find a partner who truly understands your industry and is willing to work alongside you—not just lend to you. That’s what we found in eCapital, and it’s made a big difference for us.”

LET'S TALK

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