

“Setting up the business was nerve-racking initially. You have the same fears and worries as anyone else. But business is very good.”

KEVIN GALLIVAN

Co-Digi



It was always Kevin Gallivan's intention to move to New York and he made this dream come true shortly after completing his Master's in International Business at DIT in 2012.

“I was working with EBS at the time and that was great fun; we had a great team. However, I always wanted to move to the Big Apple and experience living abroad,” says Kevin.

“I said to myself I would go to New York for 12 months and then come back, but, as you know, plans change and I was really enjoying my time in NYC. I was there for just under six years and living in Bushwick, Brooklyn. I loved Bushwick; it's a friendly neighbourhood and very close to the city.”

However, Kevin always knew he would eventually move home and be closer to his mother and four younger siblings.

“I always wanted to come back. From speaking with friends that are a bit older, I always got the sense that they would've liked to have come back but they felt they had left it too late, that they have families and are well settled over there now.”

Kevin also wanted to set up a business. “To

be honest, I should have done it years ago. But not having a Green Card makes that difficult to do in NY.”

However, it was during his time in New York that he gained the experience within the recruitment industry — specifically focused on key sales and account management hires in SaaS companies — to allow him to set up his business, Co-Digi.

Set up in January 2019 in Dublin, Co-Digi started trading in April 2019 and works with innovative tech companies to help them hire key sales and account management personnel. Co-Digi's clients cover areas such as Martech, Fintech, Video, Ecommerce, AEC, Mobile and Data Analytics.

“It's long hours as our clients have a presence in Dublin, London, NY, Boston, Chicago and San Francisco. It never stops! There are always interesting roles to be working on and you get to work with some really cool companies and meet great people along the way,” says Kevin.

“Setting up the business was nerve-racking initially. You have the same fears and worries as anyone else. The first 6 months

were the hardest but after the ramp-up period, business has been very good and hopefully we will be looking at making our first couple of hires over the next 12 months.”

Kevin says that the network created by being part of Back for Business is hugely beneficial.

“Everyone had similar worries and different challenges and being able to talk to people helped a huge amount. Even small things like the WhatsApp group we set up is very helpful and we all keep in touch.

“There is a comradery amongst the group and the friendships made will last a lifetime. Our mentor, Julie Currid, at GoContractor held a meeting with us every month to see how we were tracking our goals etc. She was very helpful and gave us invaluable advice along the way. I would encourage anyone thinking of returning to start a business to apply.”

And personally, is he happy with the move?

“I love being back in Ireland and having the support of family and friends. It's nice to be able to attend the Rugby and GAA matches, that was something I missed a lot.”



POSITION

Founder and Executive Recruiter

WHAT WE DO

We help innovative SaaS (software as a service) companies recruit revenue generating talent

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