



CASE STUDY:

# Lookout

**WIM VAN CAMPEN**  
VP OF SALES, EMEA

## COMPANY PROFILE

|               |                          |
|---------------|--------------------------|
| FOUNDED       | 2007                     |
| MARKET        | MOBILE SECURITY          |
| HEADCOUNT     | 800 - 900                |
| FUNDING LEVEL | SERIES F - \$432 MILLION |
| WEBSITE       | lookout.com              |

## BUSINESS RELATIONSHIP

Strive and Lookout have had an ongoing relationship for the past three years whereby we have been their sole partner for Go-To-Market hiring across EMEA.

Following an acquisition, Lookout was looking to scale their EMEA sales team and needed a partner who could help them do this - FAST! In Q4 of 2021, Strive successfully delivered on a 30+ FTE hiring plan.



## PROJECT OVERVIEW

- Sales Leaders
- Channel Sales
- Pre-Sales
- Account Executives / Managers
- Business Development Representatives
- Marketing
- Revenue Operations

## THE OUTCOME:

100%

Fill Rate

1.1 : 1

CV to Interview Ratio

5 : 1

CV to Placement Ratio

6  
WEEKS

Average Time to Hire



## CLIENT FEEDBACK.

Nearly anyone who has been hiring people with the help of a recruitment firm will have faced the same dilemma: will they put as much or more effort into finding the right candidates for the role I have open as they put into getting me as a client?

This is where the team at Strive truly stand out. Yes, they work hard to earn your business which is great. But they work even harder to get you the right candidates, not just once as a lucky shot but consistently. And it's not down to a single individual in the Strive team, it's the culture Adam and Harrison built in their team which makes their approach and handling of candidates and customers alike so effective, professional and pleasant.

Since we started our engagement with Strive, it has been easy on me to cut off calls from other recruiters (sorry guys), the partnership we have with Strive is too valuable to us and brings us the results that we are looking for.

We always ask our candidates for their opinion on the interaction with the recruiter. And all of them give Strive an unconditional thumbs-up which is an important metric for employer reputation I believe.

**WIM VAN CAMPEN, VP OF SALES EMEA**

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