



CASE STUDY:

Stream Native

GILLES BARBIER
GENERAL MANAGER EMEA

COMPANY PROFILE

FOUNDED	2019
MARKET	EVENT STREAMING PLATFORM
HEADCOUNT	100 - 249
FUNDING LEVEL	SERIES A - \$24M
WEBSITE	streamnative.io

BUSINESS RELATIONSHIP

StreamNative and Strive partnered early on in 2022 to help solve the hiring pain in EMEA for a Solutions Engineer with our designated SE function that has a strong network and track record of delivering. This was a difficult hire due to the nicheness of the search, the maturity of the organisation in EMEA, compared to well established and more advanced competitors in the market in terms of their growth stage.

Upon partnering it was quickly established StreamNative were looking to grow the whole GTM team and thus Strive were able to expand the account by taking on Sales Representative, Customer Success and Development roles, as well as Talent Acquisition and HR positions. Strive and StreamNative have enjoyed great success working together.



PROJECT OVERVIEW

- Solutions Engineers x 2
- Software Engineer x 1
- Enterprise Account Executive x 1
- Customer Success Manager x 1
- Talent and HR Manager x 1



CLIENT FEEDBACK.

The team at Strive helped me a lot to build the EMEA founding sales team at StreamNative.

They understood our needs and provided qualified sales candidates in volume who had sold similar solutions, many of whom we have hired.

I would have no concern recommending Strive

GILLES BARBIER, GENERAL MANAGER EMEA

THE OUTCOME:

100%

Fill Rate

1 : 1

CV to Interview Ratio

9 : 1

CV to Placement Ratio

5
WEEKS

Average Time to Hire

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