



EXECUTIVE SEARCH CASE STUDY

# Lookout

**EVA-MARIA ELYA**  
VP CHANNEL & MSSP



## 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 hire a Channel Director as part of an overall 30+ FTE hiring plan.

As a Channel led business, this was a key strategic hire for Lookout and as such, their standards and expectations for the individual they hired were very niche.



## PROJECT OVERVIEW

- Channel Director



## CLIENT FEEDBACK.

The team at Strive are everything a hiring manager can wish for in a recruiting firm.

They are very professional, ethical, organised, fast and highly motivated.

I like their company culture and how well they treat their own employees too - it makes a huge difference in their motivation and commitment to excellence.

I would always work with Strive again - huge thanks!

**EVA-MARIA ELYA, VP CHANNEL & MSSP**

## THE OUTCOME:

100% Fill Rate

1.4 : 1 CV to Interview Ratio

13 : 1 CV to Placement Ratio

11 WEEKS Average Time to Hire

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