



CASE STUDY:

Leapwork

ALEXANDRE PIERRIN-NERON
SENIOR VP EMEA

COMPANY PROFILE

FOUNDED	2015
MARKET	TEST AUTOMATION
HEADCOUNT	260
FUNDING LEVEL	SERIES B - \$72M IN TOTAL
WEBSITE	leapwork.com

BUSINESS RELATIONSHIP

After Strive's success within the RPA space, Strive reached out to the CEO as we believed we could help with GTM hiring.

After being introduced to the VP, the team has successfully placed a number of key hires.



PROJECT OVERVIEW

- Enterprise Account Executive x2
- Channel Account Manager x 1
- Business Development Representatives x 4



CLIENT FEEDBACK.

It's a real pleasure to work with such a great and passionate people like the Strive team, who are professional and accessible.

We tested the team for new hires, and in a short period of time they found the right profiles in regions that are complicated to hire in.

Strive are the only company we are working with that have the full scope of our sales organisation.

Thank you so much for your great support, we are looking forward to fueling the company with more talent.

ALEXANDRE PIERRIN-NERON, SENIOR VP EMEA

THE OUTCOME:

100%

Fill Rate

1.4 : 1

CV to Interview Ratio

8 : 1

CV to Placement Ratio

6
WEEKS

Average Time to Hire

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