



CASE STUDY:

# SheerID

**FRANCOIS RYCHLEWSKI**  
DIRECTOR OF SALES, EMEA

## COMPANY PROFILE

FOUNDED	2011
MARKET	ID & VERIFICATION
HEADCOUNT	51 - 100
FUNDING LEVEL	SERIES C - \$96M IN TOTAL
WEBSITE	sheerid.com

## BUSINESS RELATIONSHIP

Strive were recommended to SheerID as a proven recruitment partner who could help build sales teams from the ground up.

SheerID were looking to expand their EMEA business and had faced challenges with a Solution Architect role. After months of trying to fill the role but being un-successful, Strive were introduced and partnered on a retained basis to ensure the role was filled within a tight timeframe.



## PROJECT OVERVIEW

- Account Executives x 3
- BDR / SDR x 6
- BDR Manager x 1
- Solutions Consultant x 1
- Strategic Partnerships Manager x 1
- Product Manager x 1

## THE OUTCOME:

100% Fill Rate

1 : 1 CV to Interview Ratio

6 : 1 CV to Placement Ratio

4 WEEKS Average Time to Hire



## CLIENT FEEDBACK.

Strive were recommended by an ex-colleague from Marketo, as I needed to act fast to recruit a Solution Architect.

Within a month, the team at Strive were able to identify the right profiles for us and we signed our new hire last week.

Dedicated, focused, listening to your requirements, finding the right approach to align with your business; Strive are great people to work with and to have as a contact moving forward.

**FRANCOIS RYCHLEWSKI, DIRECTOR OF SALES EMEA**

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