



CASE STUDY:

# ActZero

**CHRIS FINAN**  
PRESIDENT & COO

## COMPANY PROFILE

FOUNDED	2019
MARKET	CYBER SECURITY - MDR
HEADCOUNT	51 - 100
FUNDING LEVEL	SERIES A - \$40M
WEBSITE	actzero.ai

## BUSINESS RELATIONSHIP

ActZero engaged with Strive as a recruitment partner to help attract the best SMB and Mid-Market account executives in the US. In prior years, recruitment of experienced sales reps had been a challenge and time burden on the business.

By outsourcing this responsibility, ActZero have now spent more time meeting qualified individuals which ultimately has pushed the standard of hire up. This in turn is creating more sales and customer retention as the business continues to grow.



## PROJECT OVERVIEW

- Mid Market Account Executive x 3
- SMB Account Executive x 5
- Channel Account Manager



## CLIENT FEEDBACK.

We engaged with the team at Strive when we were looking to build out the SMB team.

Since partnering with Strive they have clearly been able to identify the right type of candidates we look to hire, placing over 45 sales reps in front of our team for interview.

We found their qualification notes to be detail, valuable, and great from a screening perspective. Since filling the initial roles on the SMB team they have now built out our Mid-Market team and are helping us on our channel search.

The candidates have had very positive feedback on their experience with Strive and also the accuracy of the role descriptions. We will continue to work with Strive as we look to grow the business and I would recommend them as a recruitment partner.

**CHRIS FINAN, PRESIDENT & COO**

## THE OUTCOME:

100% Fill Rate

1.2 : 1 CV to Interview Ratio

6 : 1 CV to Placement Ratio

5 WEEKS Average Time to Hire

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