



CASE STUDY:

Grip Security

DREW GANTHER
VP OF SALES

COMPANY PROFILE

FOUNDED	2021
MARKET	APPLICATION SECURITY
HEADCOUNT	75
FUNDING LEVEL	SERIES A- \$25M IN TOTAL
WEBSITE	grip.security

BUSINESS RELATIONSHIP

Strive initially engaged with Grip Security after a vacancy had remained unfilled for a period of 6 months. Drew was struggling to find the right technically minded and culturally aligned sales reps to build out his founding sales team in the US.

After an extensive search, Strive successfully landed one of the founding Account Executives and Business Development Reps. Strive will continue to partner with Grip as they look to continue growing their GTM team, push-on towards their next funding round and eventually realise the company vision of a successful exit.



PROJECT OVERVIEW

- Founding Regional Sales Manager (US)
- Founding Senior Sales Engineer (US)
- Sales Development Representatives x 3
- Senior Solutions Engineer x 2
- Regional Sales Manager x 4
- Founding Principal Solutions Architect



CLIENT FEEDBACK.

When looking to build out your founding GTM team, you need to find a recruitment partner who 'gets it'.

After having open headcount within our Founding sales team for over 6 months, I was struggling with finding a partner who understood our stage of growth, the type's of individuals we were looking for and the technical expertise required to be successful in this environment. That was until partnering with Strive.

Their tenacity, organisation and consultative approach meant that I now have a high performance team in place as we scale towards our next funding round.

I would highly recommend partnering with Strive & I'm looking forward to continuing our partnership as we further build out the team in the coming year

DREW GANTHER, VP OF SALES

THE OUTCOME:

100%

Fill Rate

1.3 : 1

CV to Interview Ratio

6 : 1

CV to Placement Ratio

7
WEEKS

Average Time to Hire

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