



CASE STUDY:

Shape Security

USMAN GULFARAZ
VP SALES EMEA

COMPANY PROFILE

FOUNDED	2011
MARKET	CYBER SECURITY
HEADCOUNT	251 - 500
FUNDING LEVEL	SERIES F - \$51 MILLION
WEBSITE	shapesecurity.com



BUSINESS RELATIONSHIP

Prior to their F5 acquisition, Shape Security needed to hire a number of EMEA based revenue generators fast.

Over a three month period, we worked closely with Usman Gulfaraz and headhunted three Regional Sales Managers from other reputable security vendors (Symantec, Palo Alto Networks, Akamai Technologies).

Other recruiters had failed to source the necessary talent that had experience selling disruptive solutions to complex enterprise sized organisations.



PROJECT OVERVIEW

- 2 X Major Account Managers (EMEA & APAC)
- 1 x Account Executive EMEA

CLIENT FEEDBACK.

Strive are solid sales recruiters. They have placed a number of good Enterprise Hunters in my team across EMEA.

They are honest, to the point, know the market and have never wasted my time.

I would happily recommend Strive to any Hiring Managers looking to source the very best sales talent.

USMAN GULFARAZ, VP SALES EMEA

THE OUTCOME:

100%

Fill Rate

1.1 : 1

CV to Interview Ratio

7 : 1

CV to Placement Ratio

5
WEEKS

Average Time to Hire

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