



CASE STUDY:

Verkada

EDOARDO CANNARSA
SALES DIRECTOR, EMEA

COMPANY PROFILE

FOUNDED	2016
MARKET	BUILDING SECURITY
HEADCOUNT	1001 - 1500
FUNDING LEVEL	SERIES C - \$139M IN TOTAL
WEBSITE	verkada.com

BUSINESS RELATIONSHIP

When we first engaged with Verkada, they were looking to hire their first twenty sales employees in EMEA. Following a conversation with the MD of EMEA, they believed we could help.

The initial challenge was to build out their UK Mid-Market function, an area in which they have previously struggled to identify the right profiles. Once these roles were filled, we assisted them in building out their Associate Account Executive function.



PROJECT OVERVIEW

- Enterprise Account Executive
- Mid-Market Account Executive
- Sales Development Representative



CANDIDATE FEEDBACK.

Strive were a delight to work with when I moved from CrowdStrike to Verkada.

I wasn't initially looking for a new role but their email caught my eye and I am glad it did. It was a very smooth process from start to finish and Strive were always available to take my call.

They also knew a great deal about Verkada which helped particularly when gauging my interest.

I haven't worked with a recruiter before, but Strive have set the bar extremely high. I can't recommend them enough.

JOSH GWILT, ACCOUNT EXECUTIVE

THE OUTCOME:

100%

Fill Rate

1.3 : 1

CV to Interview Ratio

6.5 : 1

CV to Placement Ratio

3
WEEKS

Average Time to Hire

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