



CASE STUDY:

Showpad

HENDRIK ISEBAERT
CEO

COMPANY PROFILE

FOUNDED	2011
MARKET	SALES ENABLEMENT
HEADCOUNT	501 - 1,000
FUNDING LEVEL	SERIES D - \$70M IN TOTAL
WEBSITE	showpad.com

BUSINESS RELATIONSHIP

Strive and Showpad have had an ongoing relationship for the past two years where we have been their go-to-recruiter for senior sales hires across Europe.

Showpad had aggressive growth plans across EMEA and needed a recruitment partner who could identify senior sales professionals to help spearhead expansion into specific countries.

They had lost confidence in a previous recruitment partner and we partnered closely to help build their GTM teams.



PROJECT OVERVIEW

- Senior Enterprise Account Executive x 1
- Enterprise Account Executive x 10
- Mid-Market Account Executive x 1
- Customer Success Manager x 1
- Business Development Representatives x 5

THE OUTCOME:

100% Fill Rate

1.3 : 1 CV to Interview Ratio

8 : 1 CV to Placement Ratio

4 WEEKS Average Time to Hire



CLIENT FEEDBACK.

Strive are the most driven external recruiters I've worked with to date.

Some of our best talent was sourced through Strive and I look forward continuing the collaboration.

HENDRIK ISEBAERT, CEO

[BOOK A CALL](#)

scalewithstrive.com

Powering Hypergrowth™