

CASE STUDY

Contrast Security

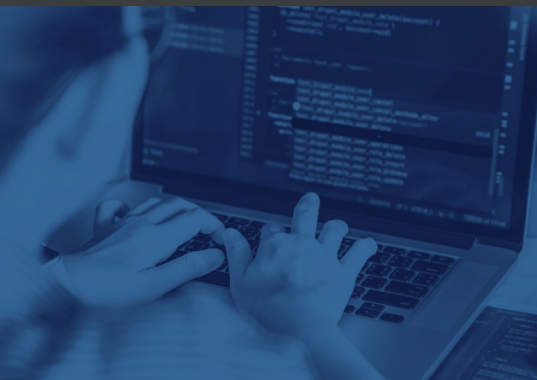
VP EMEA



Challenge

Due to Alto's experience of building Scaleup vendors in the Security marketplace, we were selected by Contrast to support during a major period of growth.

- Strategic leadership hire
- Wanted "A Star" player
- Challenging and competitive hiring market place
- Limited network and talent pool to tap into



Solution: Summit

By selecting Alto's Summit solution, Contrast had the comfort that they were getting a dedicated team that was ingrained in the Security market place.

A rigorous and structured process was then launched to approach all potential individuals to position Contrast as the employer of choice and to present the top percentile of Talent to the Management team.

Contrast had full access to the Alto Talent pools and the Alto Talent Consultants identified and built comprehensive target talent pools across a number of territories.

Result

- ✓ All approaches completed within 2 weeks
- ✓ Short list finalized by the end of week 4
- ✓ Process completed within 8 weeks
- ✓ Successful candidate has delivered significant growth across EMEA

Contact us today to see how we can help you build your team