

CASE STUDY





adaptiva

VP Sales – DACH/Central Europe



Challenge

Due to Alto's experience in the Security marketplace, we were selected by adaptiva to hire a VP Sales DACH/Central Europe.

-  Strategic leadership hire
-  Challenging and competitive hiring market place
-  Limited network and talent pool to tap into across the region
-  Lack of brand awareness







Solution

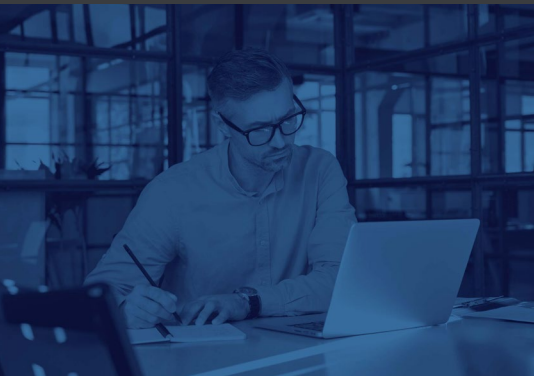
By selecting Alto's Summit solution, adaptiva had the comfort that they were getting a dedicated team that was adept in making key strategic leadership hires.

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

adaptiva 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

-  Built an extensive target talent pool
-  Utilised the extensive Alto talent pool across DACH
-  Completed all approaches within 3 weeks
-  Successful hire made within 6 weeks



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