

## CASE STUDY

### International Cyber Security Firm

80

Engineers hired

8

Highly  
competitive  
markets across  
North America.

110

Countries deploy  
products  
developed by  
these engineers

1.65

Billion valuation  
and rising

### Challenge

2015: Privately owned International Cyber Security Firm with pioneering technology seeks to hire Cyber Engineers throughout North America at a quicker pace as the company tries to keep up with customer demand.

### Solution

On The Brink Recruiting Engages with the VP Global Pre-Sales and Technical Operations to determine key hiring criteria.

With a tremendously high bar set for the quality of individuals required to fulfill these roles, On The Brink Recruiting begins formulating a strategy to locate and secure these specialized individuals.

### Results

Over the past 5 years, working with Directors and Regional Managers throughout the U.S., On The Brink Recruiting has...

- Successfully placed over 80 Cyber Engineers into regional offices such as New York City, Washington DC, Chicago, Vancouver, Toronto, Austin, Los Angeles and the San Francisco Bay Area.

On The Brink Recruiting continues to:

- Identify and attract highly qualified candidates in a competitive market
- Sell them on the unique opportunity and create excitement and willingness to interview
- Streamline the interview process making it fast, reliable and convenient
- Negotiate competitive offers, ensuring they are signed
- Maintain the traits that make the hiring company unique and successful
- Save hiring company time and money through enhancing their hiring practices

### Our Client Today

- Firm has over 900 employees with 40 Global offices.
- Their leading Cyber product is deployed in 110 countries by the Engineers placed by On The Brink!
- Current valuation is \$1.65 Billion and rising.

### Contact Us

If you'd like more information or would like to have a conversation, please contact:

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