

Creating exceptional customer experiences



OVERVIEW

Savvy is a hypergrowth cyber security start-up founded by top security veterans. Their solution uses a new security paradigm - Human cognitive science coupled with advanced machine learning. With their revolutionary products, users can detect and respond to advanced phishing attacks, business email compromise amongst other malicious activities. They believe that a product that focuses on humans must be designed for humans, by a company that puts humanity as its priority - employees, customers, and end users.

CONTEXT

Stanton House was engaged before Savvy's Series A funding round to assist in recruiting their founding Account Executives (AEs). Out of three candidates placed, two were successfully onboarded, with one achieving top-performer status. Following this success, we continued our partnership by placing their Senior Director of Product Marketing post-Series A funding, further supporting the company's growth trajectory.

OUTCOME

In 2023, we successfully recruited two founding Account Executives (AEs) for the company before their Series A funding round, with one of them consistently maintaining top performer status. This year, our support extended to placing their Senior Director of Product Marketing, completing the process in just four weeks from initial instruction. Currently, we are actively assisting in the expansion of their AE team to support territory segmentation initiatives.

"I recently had a great experience working with Elle on a project to hire our first Product Marketer at Savvy Security. Elle truly listened to my requirements and worked with me to refine the profile of candidates coming into the pipeline. Her communication throughout the process was excellent and she expertly navigated us toward successfully filling the role. I would highly recommend Elle to anyone looking for assistance with their recruiting needs."

Marketing & Strategy Executive at Savvy

