

Creating exceptional customer experiences

SafeBreach

OVERVIEW

Founded in 2014, SafeBreach provides a breach and attack simulation platform that provides a hacker's view of an enterprise's security posture to proactively predict attacks, validate security controls, and improve SOC analyst response. The company has headquarters in Sunnyvale, California, and Tel Aviv, Israel.

SafeBreach has raised \$106.5m, investors include: Shlomo Kramer, OCV Partners, Sequoia, DNC Ventures, Israel Growth Partners & Sands Capital.

CONTEXT

Stanton House started working with SafeBreach after they raised their Series C of \$19m and hired their Chief Revenue Officer. Their mission was to grow the business from \$5m-\$25m in the following 18 months.

OUTCOME

Stanton House went on to secure 7 people to join SafeBreach's GTM team in 6 months, those placements included:

- Chief Customer Officer
- Vice President of Sales (EMEA + APAC)
- Vice President of Technology Alliances
- Regional Sales Director, NorCal
- Sales Engineer, Channel
- Regional Sales Director, Toronto
- Regional Sales Director, Midwest

"I've known Josh for a few years, and he has been a value-add partner who's significantly impacted our ability to hire with velocity to meet near-term revenue goals. Leveraging deep market expertise, he provides exceptional insight into the market which helps predict costs around hiring. Josh delivered several critical searches for us, and his partnership is something I truly value as an Executive Sales Leader."

Executive at SafeBreach