Creating exceptional customer experiences

algosec

OVERVIEW

Founded in 2004, AlgoSec empowers organizations to secure application connectivity and cloud-native applications throughout their multi-cloud and hybrid network. They're trusted by more than 1,800 of the world's leading organizations. AlgoSec's application-centric approach enables to securely accelerate business application deployment by centrally managing application connectivity and security policies across the public clouds, private clouds, containers, and on-premises networks.

CONTEXT

Stanton House started working with AlgoSec when they were looking to rapidly expand their sales team in North America. Stanton House began collaborating with AlgoSec when they had achieved approximately $60 million in annual recurring revenue (ARR) and were aiming to surpass the $100 million milestone in ARR.

OUTCOME

Stanton House went on to secure 11 people to join AlgoSec's GTM team over 18 months, those placements included:

- Head of Global Customer Success
- Regional Sales Manager, MidAtlantic
- Regional Sales Manager, Montreal
- Solutions Engineer, Southwest
- Channel Manager, West

- Regional Sales Manager, PNW
- Strategic Alliances Manager
- Director of Cloud Security GTM
- SDR Manager
- Solutions Engineer, Mid-Atlantic
- Director of Commercial Sales

"Stanton House brings a tried-and-true methodology to an industry desperately needing a provider to redefine "recruiting partnership" and it enables them to effectively match requirements to capabilities while blending culture and personality. Without exception, they drive top-tier candidates into your hiring process. That's why they are my 'go-to' for building out high-performance organizations."

Executive at AlgoSec