



PRAETORIAN x



SUCCESS STORY

Praetorian develops the right formula for crucial security hires

Fastest time-to-hire
(Days)

5



CV-to-first interview
(Ratio)

1.59:1



CV sent-to-placement
(Ratio)

8:1



Project overview

Praetorian, a rapidly growing cyber security solutions business, needed to scale its team significantly after a \$10 million Series A funding round. As demand continued to grow, the business needed to expand its specialist security teams rapidly. Finding the right talent at pace in an increasingly competitive cyber security market was proving challenging.

After struggling with other agencies, Praetorian identified Stott and May as the ideal partner to get the security talent pool excited about their opportunities. They were impressed early on by our market knowledge, candidate network, and shared vision of what 'done' looks like. Results followed within weeks, culminating in 31 key security hires over 3 years - helping Praetorian accelerate delivery on its strategic objectives.

About the client

- ✓ Skillset required: Cyber Security
- ✓ Headquarters: Austin, Texas
- ✓ # of employees: 51-200
- ✓ Relationship start date: August 2020
- ✓ Total hires to date: 31
- ✓ Locations: USA

In the customer's words

"We started to see results within a week, and I've been in awe of their network and the number of relevant candidates they've been able to put in front of us. It was surprising how quickly the team came online and dialed in on exactly what we were looking for, delivering repeatedly on the brief. I don't think it would have been possible to fill those roles in the timeframe that we did without their help."

Nathan Sportsman, CEO

Completed assignments

Director Cloud Security | Senior Security Engineers | Security Engineers | Staff Cloud Security Engineer | Security Managers | Red Team Security Consultant | Lead IR Engineer | Principal Security Engineer