

PISTACHIO

Providing a roadmap for hiring following investment.

Pistachio combines insider threat detection with security awareness training to seamlessly protect your organisation.

Rapid growth phase

Following a successful investment into the company, Pistachio needed to look at making critical hires to meet their Go-To-Market target.

Start-Up environment consideration

They required sales people who would thrive in a high velocity environment, without compromising cultural or mission alignment.

They had to breathe the brand fast.



DELIVERY METHOD

We worked with the business leaders to provide a clearer picture on how to get closer to their long-term vision through strategic hires and planning.

Market their mission

We headhunted experienced commercial talent by communicating Pistachio's mission and growth story.

This allowed the company to pique interest with talent that mattered, standing out in a competitive market.



RESULT

During the six months we partnered with Pistachio, together we built a stronger GTM team that accelerated revenue growth and expanded their presence in both Europe and the US.