

Case Study – Quorum Cyber

Challenge

QC was founded in 2016 to help organisations in every sector defend themselves in an increasingly unpredictable and hostile digital landscape. Due to a partnership approach to mitigating business risk via cyber security they have grown exponentially since their inception.

With business growth comes resource requirements and with a unique USP in a relatively immature market compared to other IT sectors, they required a recruitment partner who could be come an extension of their business and tell their story while attracting the best available talent in the market.

This growth created gaps across various teams within the business including SOC, XDR, Consultancy, Engineering, Software and Data.

Solution

Barry and the team spent time getting to know the business and its growth plans building relationships and trust with the TA function and engaging with each hiring manager with the nuances of each team and requirement. We quickly learned about QC and their DNA to complement the skills requirement for each role.

Each position was unique as they looked to cover skills across various areas. We created and executed a resource plan to bring in business critical hires first while pipelining for roles further down the line.

As time progressed and the relationship developed, we were asked to get involved in other areas of the business and are now a proud go to recruitment partner for the business as the look to embark on the next stage of their incredible growth.

Results

Barry and the Net Talent team have recently supported us in some key hires at Quorum Cyber including our Principal Consultancy position's as well as multiple Security Consultants, Security Engineers and Software Engineers. Barry has also previously supported us when we grew our Client Service team, sourcing strong Programme and Project Managers for several client programmes. He is a dedicated and thorough recruiter with strong interpersonal skills who takes time to get to know the business and building relationships with key stakeholders. This is reflected in the quality of candidates presented.

Kadine Barr, Recruitment Manager – Quorum Cyber

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