



# About Acumin Consulting

Established in 1998, Acumin is the leading provider of recruitment and executive search services to the Information Security and Risk Management markets. Supporting this core offering, Acumin provide extensive Go-To-Market services to technology vendors enabling geographic expansion and sales acceleration across EMEA.

## Our Services

### Recruitment

The foundation of our wide range of recruitment services is built on our extensive network, strong business relationships and in-depth industry knowledge. Acumin's team of consultants are market experts, process-driven and operate transparently, always with your ultimate business goals in mind.

- Permanent Recruitment
- Contract Recruitment
- Executive Search
- Managed Recruitment Services
- Team Moves
- Additional Recruitment Services

### Our Professions

- Information Security and Risk Management
- Governance & Compliance
- Penetration Testing & Forensics
- SC & DV-Cleared Cyber Security
- Business Continuity
- Sales Engineering
- Sales and Marketing
- Executive Management

### Go-To-Market Service

Acumin's Go-To-Market Services assist both new and established technology vendors in the Information Security, Risk Management and virtualisation space to quickly and effectively develop your business and increase revenues. Acumin GTM has an excellent track record in helping increase our clients' revenues through expert advice in optimising channel effectiveness and providing unique sales acceleration services.

- New Market Entry
  - > Market verification
  - > CISO Round Table events
  - > Channel intelligence
  - > Channel recruitment
  - > Staff recruitment; Sales, Pre-sales, VP EMEA
- Channel & Sales Optimisation
  - > Channel efficiency assessments
  - > Partner restructuring
  - > CISO Round Tables
  - > Staff sales training (Direct and Channel management)
  - > Strategy execution
  - > Ongoing performance management

## Our Markets

### Information Security Vendors & Channel

Acumin is a one stop shop for Information Security and Risk management vendors. We specialise in supplying Leadership & Management as well as Sales, Pre-Sales, Marketing, and Consultancy personnel to this market. In addition, we actively support rapidly growing organisations in this market with our Go-To-Market Services, aiding EMEA market entries by providing strategic direction, leadership recruitment, business development and sales activities.

### End-Users

Whether our client is a global bank recruiting a CISO or Head of Security, a telco recruiting a Security Architect or Penetration Tester, or a public sector organisation looking for a DV or SC-Cleared Information Assurance Consultant, Acumin are perfectly positioned to deliver either on a permanent or contract basis and respond quickly to your requirements.

### Systems Integrators and Consultancies

Offering a broad understanding of the professional services market, Acumin are able to provide the right consultancy staff ranging from Partner and Heads of Professional Services through to Senior Management Consultancy and Analyst levels. We understand the need to recruit consultants with a strong mix of business consultancy and technical experience.

Telephone:  
+44 (0)20 7987 3838

Facsimile:  
+44 (0)20 7987 8243

Email:  
info@acumin.co.uk

Web:  
www.acumin.co.uk

Acumin Consulting Limited, Suite 22, Beaufort Court, Admirals Way, London E14 9XL



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