

# Case Study

Name : **Gerald Delplace**

Job Role : **VP Southern Europe**

Company : **Websense**



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**Gerald Delplace**  
VP Southern Europe - Websense

Acumin Consulting worked together with Gerald Delplace to secure him his role as Vice President of Southern Europe for Websense.

Gerald explains:

“Having taken a sabbatical for a year, I was really keen to find a suitable role. I heard via recommendation from colleague that Websense were recruiting and so contacted them. Acumin Consulting had been retained exclusively by

Websense to manage the search for a new Vice President of Southern Europe – a key role responsible for a large territory with significant

headcount and revenue responsibility. Simon Hember, Managing Director at Acumin called me to discuss the opportunity in more detail, and to have a detailed review of my resume and experience qualifying me against Websense’s requirements. Simon provided me with lots of relevant and factual information about the company, management team and their market which helped me prepare for the next steps. The job description was detailed and well structured and easy to interpret.

Following our initial conversations, Simon requested and then contacted almost a dozen references that I had provided and had in depth interviews with each of them – I must say, I found his approach to be very thorough, and professional – he had lengthy conversations with colleagues in the US, Middle East and Europe as part of his due diligence process.

It was a very competitive selection process which Simon managed very carefully. He briefed me carefully for all my interviews and was diligent in providing accurate feedback at each stage of the process. All the logistics were co-ordinated very well allowing plenty of time for each meeting. Following the interview and selection process Simon, together with Websense conducted a detailed evaluation assessment, further due-diligence and background checks and I’m pleased to say I won the role of VP for Southern Europe.

I’ve used many recruitment companies in the past yet I found their [Acumin’s] approach to be exceptionally good - Simon was very friendly,

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professional, and I was impressed by the feedback. I didn’t have to wait, and it was consistent throughout the process – something I’ve not always experienced in the past! I would also commend Acumin’s dynamic approach to recruitment.

I am now in contact with Simon on a regular basis and will continue to use Acumin as I expand my team here at Websense. I would not hesitate in recommending Acumin to others. They have an unrivalled network in the information security market across EMEA and really do deliver.”

## Outline of Case Study:

- Acumin Consulting had been retained exclusively by Websense to manage the search for a new Vice President of Southern Europe.
- Having been headhunted by Acumin, Gerald Delplace was put forward for the role, and after an intense period of interviewing, successfully secured the role of VP Southern Europe.
- Gerald Delplace continues to use Acumin’s recruitment services to build his team internally at Websense.

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