

# Case Study

Name : Simon Church

Job Role : Vice President, EMEA

Company : Verisign



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Acumin Consulting was approached by Verisign to identify a Vice President, EMEA for Verisign Security Services.

Acumin undertook an extensive search of some of the industry's leading players within the European services & software market. After a rigorous search and many hours of interviews and qualification with Acumin's consultants, a final shortlist was drawn up to present to the executive team. This shortlist contained several highly accomplished candidates who

## Outline of Case Study:

- Acumin has worked with Simon Church, VP EMEA at Verisign in both a candidate and client capacity.
- Acumin assisted Verisign in placing Simon as VP.
- Acumin now work with Simon to recruit world-class professionals to further strengthen his organization.

were all extremely determined to secure this high profile role.

After several rounds of in-depth interviews, trips to the US and extensive due-diligence Simon proved him self to be the strongest candidate and convinced the board that he was capable of taking their EMEA business to the next level.

Since joining Verisign, Simon has been tasked with a significant expansion programme across Europe and a total organisational restructure. Acumin are now playing a key role in assisting Simon and his teams to strengthen his organisation by finding the best possible talent across all regions and disciplines.

“Having had first hand experience of working with Acumin as a specialist recruitment company, I was impressed with their knowledge and approach. I had total confidence in retaining their services as a supplier and will continue to use them on an ongoing basis. They have an excellent candidate database and a commendable knowledge of key players within the industry.”

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For strategic and senior level hires Acumin have the industry knowledge and credibility to approach the industries leading players with whom long term relationships have been built.

Simon Church states: “In order to build a successful EMEA technology business, you need good people. Simon and his team have helped us identify, evaluate, and close on the best candidates in the market. He's a quality orientated recruiter and an invaluable resource for any technology company who operate in the security space. We recommend Acumin highly and look forward to working with them for years to come”.

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Acumin Consulting are renowned for their specialist knowledge of the Risk Management market place - including data protection, information security and storage.

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