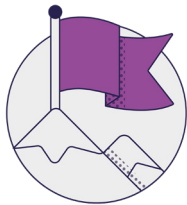


## Organisation Overview

Avast is one of the largest security companies in the world using next-gen technologies to fight cyber-attacks in real time. They differ from other next-gen companies in that they have an immense cloud-based machine learning engine that receives a constant stream of data from our more than 435 million users, which facilitates learning at unprecedented speeds and makes their artificial intelligence engine smarter and faster than anyone else's. With 14 offices across Europe, North America, the Middle East, Asia and Australia, Avast are a real leader within the RMM & security software space.



## Recruitment Challenge

Avast operated a centralised in house recruitment team out of head office Prague and were looking to open an additional new office for the Avast Business division in the UK but their talent team had very little reach within the UK talent market. Robertson Sumner were therefore engaged by Tim Wilkinson, UK Sales Leader, having worked closely with Robertson Sumner in the past, in order source and identify a Channel Account Manager and Sales Engineer for their new Maidenhead office.



## The Outcome

Robertson Sumner were able to successfully place both positions within a 6 week period by putting a designated consultant on the campaign who utilised Robertson Sumner's extensive IT candidate network. The interviews were hosted from Robertson Sumner's HQ making the process more convenient for all parties and from these 2 key hires Avast Business have been able to continue their growth into the UK market. Avast are now looking to further grow their team, both sales and technical, partnering closely with Robertson Sumner to do this.

"Having worked with Robertson Sumner for numerous years, I am always very impressed both by their service as well as the calibre of candidates they're able to identify! I only get details of candidates that will definitely suit the role. If I get sent a CV I know that candidate could do a good job for me. The only hard part is selecting from an excellent shortlist of pre-screened candidates.

I'll be sure to partner with Robertson Sumner as I look to further grow the team at Avast Business!"

**Tim Wilkinson, UK Sales Leader, Avast**

