

WE BUILD WINNING TEAMS

ABOUT CIPHER

At Cipher, a Prosegur company, we are a leading Managed Security Services (MSS) provider, renowned for our world-class Managed Detection and Response (xMDR) service. We meet you where you are with flexible and open support for your technology needs, providing localized expertise and global reach.

Our end-to-end MSS solutions cater to all your cybersecurity needs and our comprehensive approach ensures that we meet the diverse security requirements of our clients, maintaining excellence in all aspects of cybersecurity.



Challenge

Sourcing the Right Candidates

- Large Pool of Candidates
- Identifying Intangible Characteristics

Cipher prioritizes coachability and the right mindset as core elements of their mantra. They seek individuals who demonstrate agility and adaptability, qualities that are crucial for success in their team. However, sourcing such talent can be challenging, especially within the large applicant pool for SOR and BDR roles.

“Shift Group candidates demonstrate a mindset that aligns with our culture, driving collaboration and innovation. We seek individuals with the skills to thrive in dynamic environments, making them ideal fits for our organization.”



Solution

Shift Connect

- Elite Mindsets
- Track Record of Coachability
- Thrive in Team Environments

Shift Group simplifies the hiring process for our partners by streamlining candidate sourcing to match your specific needs. Our targeted approach ensures you receive a strong pool of qualified candidates, allowing for quicker decision-making and reducing the time spent on onboarding. This efficient process not only enhances your recruitment efforts but also helps align new hires with your company culture from the start.

“Shift Group is the whole package, helping us close the gap and ensuring we have a strong applicant pool tailored to our needs. The mission of Shift Group aligns with our values by bringing in athletes and veterans, embodying our ‘play to win’ mentality.”



Accelerated Onboarding & Growth

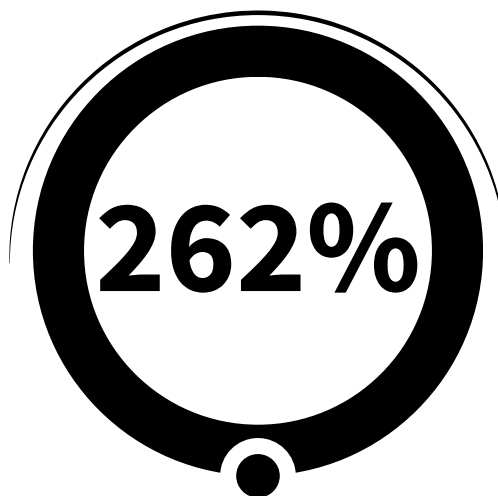
We prioritize preparing our candidates for success from day one. By emphasizing practical training and real-world scenarios, we empower candidates to hit the ground running, contributing to their teams effectively and confidently right from the start. This preparation lays the foundation for their long-term success and growth within their new organization.



“Our Shift Group candidate excels at collaboration, connecting with her teammates to bring out the best in each other. Together, the team quickly learn what works and what doesn’t, turning their experiences into valuable lessons for the team’s growth”



KPI's & OTE



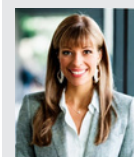
**QUOTA ATTAINMENT
(Q3 24')**

Coachable & Cultural Fits

Our candidates not only possess essential skills but also demonstrate adaptability and teamwork. Their ability to collaborate and align with organizational values makes them valuable assets, driving success and fostering a positive, collaborative environment.

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In collaboration with



Madison Erhardt
Director of Marketing,
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To learn more about
Cipher visit:
<https://www.cipher.com/>

