






# THE KIOSK: Improving a team's Security Posture

*A complete solution for your business!*

## CLIENT PROFILE

-  Hiring Manager: *Head of Engineering*
-  Stage: *Series B*
-  Valuation: *\$600M+*
-  Industry: *Health Tech*
-  Role: *Director of Product Security*

### Key metrics

Achieved rapid team growth and significant cost savings, driving measurable impact.



**\$30K**

Agency Cost Savings



**<60 DAYS**

Project completion



**1**

Hire made



**TheKiosk**

WHERE TALENT MEETS OPPORTUNITY



Talent Sourcing



[www.thekiosk.io](http://www.thekiosk.io)



Los Angeles, California

## CHALLENGES

The hiring manager had no prior experience recruiting a Director of Product Security and was working with a limited budget. They needed a hands-on technical leader capable of driving HiTrust and SOC2 compliance—an essential step for the company's transition from B2C to B2B and opening a new business avenue.

## SOLUTIONS

We collaborated with the Head of Engineering to educate the team on different candidate archetypes for the role. From there, we developed a targeted strategy and closed the position within 60 days.



Role Definition



Strategy



Execution

## BENEFITS

### Speed to Market

1

We accelerated the hiring process, helping our hiring partner quickly secure top talent and meet business demands.

### Flexibility

2

Our sourcing solutions scaled with the needs, offering flexibility for our hiring partner to adapt to changing demands.

### Cost Savings

3

By optimizing sourcing strategies, we helped reduce hiring costs while maintaining access to high-quality candidates.