

Kyberpass of Ottawa

By VentureWire Staff Reporters

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OTTAWA -- Kyberpass, a provider of security technology for online transactions, has had its hands full protecting companies from e-mail eavesdropping and fraud, but the time has come to add senior sales executives for Europe and Washington as well as several engineers. Director of finance, Steve Ruyter, says the company's software, used by organizations such as banks and police departments, is in high demand. With offices in Europe and the U.S., the team of 65 will grow to at least 70 by the end of the year. Recruitment is primarily done through the Internet, says Mr. Ruyter. The company's Web site as well as online career sites post updated open positions. Word of mouth is another way the company recruits. "We're in an exciting space right now," Mr. Ruyter says. "We're still very much an entrepreneurial company." For its sales candidates, Mr. Ruyter stresses that the company looks for self-starters. Security knowledge would be helpful and experience in selling software as well as strong communication skills are essential. Of course, the ability to travel is also a requirement. The company raised \$8 million in April 2000 from Covington Capital, McLean Watson Capital, and NB Capital Partners. While raising another round isn't quite planned, Mr. Ruyter says it's entirely possible. In its realm, the company is up against companies such as Valicert and Entrust. However, Mr. Ruyter says that with several layoffs at Entrust, Kyberpass has had an influx of resumes. One of the biggest benefits for the company's employees is career growth, says Mr. Ruyter. "This is an industry that is dynamic and always evolving," Mr. Ruyter says. "The future holds a lot of security breach possibilities, but we'll be there."

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