



x



SUCCESS STORY

Own Company fast-track their enterprise sales expansion

Fill rate
(%)

100

Fastest time-to-hire
(Days)

9

CV-to-first interview
(Ratio)

1.1:1

Project overview

Following a \$7.5M Series B and sustained triple-digit growth, Own Company needed sales talent who could position complex solutions and win enterprise customers. After meeting Stott and May at the Salesforce World Tour - and hearing strong references from across the ecosystem - they partnered with us on two Enterprise Account Executive searches. Both were delivered within three weeks, laying the foundation for a longer-term partnership.

They valued our Salesforce ecosystem expertise, our ability to deliver high-quality candidates at pace, and the way we acted as an extension of their hiring team. This led to a full sales team build-out as the business continued its rapid expansion on the path toward acquisition.

Completed assignments

VP Sales EMEA | Director of Strategic Partnerships | Product Marketing Director | Enterprise Account Execs | Senior Account Execs | Solutions/Pre-Sales Engineers | Salesforce Alliances Manager | Senior Sales Recruiter

About the client

- ✓ Skillset required: GTM
- ✓ Headquarters: Englewood Cliffs, NJ
- ✓ # of employees: 501 - 1,000
- ✓ Relationship start date: 2017
- ✓ Total hires to date: 22
- ✓ Locations: USA & UK

In the customer's words

"The team have significantly outperformed the agencies that we have used in the past. Quality, speed, and execution are at the forefront of all that they do, and they have subsequently become our go-to partner (on a global scale) for technical and sales positions. They have exceeded our expectations, bringing us high-quality candidates within a time period that I have simply not seen previously."

Sam Gutmann, CEO