

SUCCESS STORY

Cube AI accelerates international expansion with one GTM talent partner

CV-to-first interview
(Ratio)**1.2:1** **Average time-to-hire**
(Days)**12** **Interview-to-
placement** (Ratio)**3:1** 

Project overview

CUBE AI needed to build its GTM function across multiple regions as it prepared for a Series A raise. They chose to work with Stott and May based on our track record of placing high performing sales and customer success talent within Web3 and Fintech scaleups.

We supported three key hiring phases: putting the right sales leadership in place in the US, building the European GTM function from the ground up, and subsequently sourcing additional individual contributor roles across Canada, France, and the Iberia and DACH regions. The Founder valued the balance we were able to strike between speed and profile quality, our understanding of their proposition and the type of candidate who could deliver at CUBE AI, and our ability to benchmark salaries and adapt headhunting approaches across different regions.

About the client

- ✓ Skillset required: GTM
- ✓ Headquarters: Palo Alto, California
- ✓ # of employees: 60+
- ✓ Relationship start date: October 2023
- ✓ Total hires to date: 13
- ✓ Locations: Europe & USA

In the customer's words

"Partnering with Stott and May made the hiring process easy – they understood our needs and consistently provided strong candidates who aligned well with our goals."

Einaras von Gravrock, Founder & CEO

Completed assignments

VP Business Development & Strategy |
Director of Sales | Head of Customer
Success | Business Development
Representatives | Account Executives