

SUCCESS STORY

Legora maintains their high internal standards in GTM leadership search

Fill rate
(%)

100

**CV-to-first interview**
(Ratio)

1.25:1

**Offer-to-placement**
(Ratio)

1:1



Project overview

Legora, the legal AI platform that reached \$100M ARR faster than any B2B enterprise software company in history, needed a recruitment partner with a proven track record of scaling sales organisations through hypergrowth. With 1,000+ customers and serious momentum behind them, the bar for GTM leadership in Northern Europe was set exceptionally high. They engaged us on the strength of an existing relationship in the US, where we had already supported them across GTM and legal engineering hires.

The brief focused on sales leaders with proven solution selling experience, deep command of MEDDIC and MEDDPIC methodologies, and a track record at the world's fastest-growing software firms. Initially scoped as a single hire, the quality of the shortlist led Legora to expand the brief — one hire became two.

About the client

- ✓ Skillset required: GTM
- ✓ Headquarters: Stockholm, Sweden
- ✓ # of employees: 201-500
- ✓ Relationship start date: 2025
- ✓ Total hires to date: 13
- ✓ Locations: USA & UK

In the customer's words

"Finding a partner who treats hiring as their mission is rare. Stott and May's long-term commitment and insight into our needs enable them to consistently identify exceptional candidates."

Leonard Schreij, VP Revenue

Completed assignments

Regional Vice President of Sales, Northern Europe
I GTM Director, Northern Europe