



rosterfy x



SUCCESS STORY

Rosterfy build out their GTM capability in a new territory

Fastest time-to-hire
(Days)

5



Average time-to-hire
(Days)

46



CV-to-first interview
(Ratio)

1.69:1



Project overview

Rosterfy, a SaaS company providing volunteer and workforce management solutions, needed to build out its UK and European GTM team to drive growth in the territory. With their CRO based in Australia, reaching and screening candidates in a highly competitive talent market proved challenging, and a tight three-month timeframe added further urgency to the hiring process.

The CRO engaged with us initially through a recommendation, but was further impressed by the market insights, professionalism, and experience demonstrated throughout the pre-sales process. The team acted as an extension of Rosterfy's business in the region, moving quickly to drive a vastly improved candidate pipeline that resulted in 9 strategic GTM hires.

Completed assignments

CSM | Sales Lead | Director of Customer Success | Demand Generation Manager | Account Executives | Talent Account Executive | Technical Account Manager | Marketing Manager

About the client

- ✓ Skillset required: GTM
- ✓ Headquarters: Melbourne, Australia
- ✓ # of employees: 51-200
- ✓ Relationship start date: March 2022
- ✓ Total hires to date: 9
- ✓ Locations: UK

In the customer's words

"Stott and May had a process in place that was very clear, very structured, and consultative. The insights and intelligence they provided were clear from the outset, and they were candid and transparent throughout the search. We saw results almost instantly, and the level of candidate quality was so much higher than those I had spoken to previously. They represented us really well in the marketplace and became an extension of our business. I see Stott and May as trusted business partners of Rosterfy."

Chris Wigan, CRO