



elastic x



SUCCESS STORY

Elastic expands its ability to onboard Salesforce talent on schedule

1st interview to placement (Ratio)

3.71:1

CV-to-first interview (Ratio)

1.83:1

CV sent-to-placement (Ratio)

6.81:1

Project overview

Elastic, a global software company helping organizations search, analyze, and protect their data, needed to accelerate its cloud strategy and strengthen its Salesforce team with specialist talent across niche areas including CPQ, development, and QA. Finding experienced professionals available within tight project windows whilst maintaining the right cultural fit was proving challenging.

Stott and May were already a tactical partner, but the relationship grew through our ability to listen, find the best talent at the best rates, and align closely with Elastic's culture and hiring processes. The partnership has delivered 21 Salesforce hires, helping underpin the continued success of business-critical projects.

Completed assignments

QA Leads | Senior Salesforce Administrators
| Consultants | Salesforce CPQ Developers |
QA Engineer

About the client

- ✓ Skillset required: Salesforce
- ✓ Headquarters: Mountain View, CA
- ✓ # of employees: 1,001-5,000
- ✓ Relationship start date: July 2020
- ✓ Total hires to date: 21
- ✓ Locations: USA

In the customer's words

"Stott and May have been foundational in helping us get to where we are. I would summarize it as a great relationship built on earned trust and credibility. They've brought on talent that has been instrumental to our program. The time-to-hire metrics have been impressive, and they've been hands-on in the way they've supported us. They gave us the flexibility to pick from the best talent at pace. If I have critical attrition in my team, I know I can lean on Stott and May to deliver."

Hector Perez, Head of CRM Strategy and Engineering