

SUCCESS STORY

SymphonyAI opts for embedded talent partner to support new acquisition

Fastest time-to-hire
(Hours)24 **Average time-to-hire**
(Weeks)3 **Hires by gender**
(% women)35 **Project overview**

Sensa-NetReveal, a global financial crime detection and regulatory compliance software business, was acquired by SymphonyAI in October 2022. At the time, Symphony AI's internal talent team was already supporting five other rapidly growing business units and working at full capacity; given the geographies and market specialism required to support Sensa-NetReveal's growth, they selected Stott and May as an embedded talent partner.

The team found a one-stop solution in Stott and May for senior, niche technical, and even entry-level searches, often delivered in volume. The on-site partnership has resulted in over 31 hires across a broad range of functions, eventually culminating in the onboarding of a new internal Technical Recruiter.

Completed assignments

Marketing Managers | Sales Exec | Sales Ops Manager | Internal Comms Manager | Procurement & Commercial Managers | Implementation Consultants | Applications Support Engineer | Head of GRC | Privacy Manager | Change Manager | Bid Coordinator | Service Delivery Manager | Tech Recruiter

About the client

- ✓ Skillset required: GTM, SAP, Cyber Security, Business Change
- ✓ Headquarters: Palo Alto, CA
- ✓ # of employees: 1000 - 5000
- ✓ Relationship start date: September 2022
- ✓ Total hires to date: 31
- ✓ Locations: US, Canada, Ireland, Poland, Malaysia, UK

In the customer's words

"I consider Stott and May a trusted strategic partner that can augment our team's ability to deliver talent in new and developing markets across the world on a moment's notice. Whatever the vertical or location, Stott and May have continued to deliver. I've never had to worry about anything; they augment our team with end-to-end ownership of the process and accountability for the desired results."

Ryan Buck, Head of Global Talent Acquisition