

SUCCESS STORY

Kickstarter augment their talent team to reach targeted geographies

CV-to-first interview
(Ratio)**1.14:1** **First-to-further interview** (Ratio)**1.3:1** **Average time-to-hire**
(Days)**25.5** 

Project overview

Kickstarter, the crowdfunding platform for creative projects, needed to make time-sensitive priority hires in the UK and Singapore before year end. Their US-based talent team wanted an embedded partner who could act as a single point of contact across multiple skills specialisms. Stott and May's cyber security reputation caught their attention. Its track record of helping high-growth businesses expand across geographic boundaries, and its innovative features, set it apart from several other agencies.

Stott and May represented the Kickstarter brand and acted as an extension of the talent team. Clear SLAs, a regular cadence and transparent, real-time updates maintained alignment on every search. Most roles were filled before year end, with six hires secured as part of a structured and transparent approach.

Completed assignments

Customer Success Specialists I
Performance Marketing Lead I Senior
Software Engineer I Security Analyst I
Tax Accountant

About the client

- ✓ Skillset required: Cyber Security, GTM, Software Engineering
- ✓ Headquarters: Fully remote
- ✓ # of employees: 201-500
- ✓ Relationship start date: September 2024
- ✓ Total hires to date: 6
- ✓ Locations: UK, Singapore

In the customer's words

"Not only did they deliver results, but they delivered them fast. What really stood out, though, was how communicative and responsive they were throughout the whole process. They didn't just find great candidates; they actively helped my team make quicker decisions so we could land top talent. If you're a US-based talent leader trying to hire internationally in markets you've never touched before, Stott and May is your firm."

**Brittany Fowler, Talent & People
Business Partner**