



Infrastructure & Cloud

Practice Overview



Stott and May

Professional Search Limited

Transform.Today

experience.

INFRASTRUCTURE RECRUITMENT YOU CAN SET YOUR CLOCK BY

Stott and May's Infrastructure practice is widely respected across the EMEA market with a large proportion of candidates engaging with us on an exclusive basis. Our clients include leading vendors, consultancies, managed service providers and end-users ranging from boutique organisations to large global corporations. Regardless of client size or technology specialism our value add is consistent. We work tirelessly to help hiring managers find the best talent in the market within specified and aggressive timeframes.

Our experienced consultants fully understand the industry and technologies that they recruit for and take a consultative approach passing on competitor insight and salary benchmarking information as part of a clear and structured search process. The team is set up to provide comprehensive coverage across the entire infrastructure suite, ensuring we can provide effective solutions no matter how niche your requirements might be. We have a proven track record of delivery over the past decade culminating in multiple testimonials available from the very best IT professionals. Our offering covers permanent hires along with both interim and contract solutions.

HOW WILL YOU KNOW WHEN YOU NEED US?

1. You are hiring for a niche technical skillset and existing options are missing the mark.
2. You are losing faith with the candidate screening process of existing suppliers.
3. You need to build technical teams in a predictable timeframe.
4. You want a partner that can recruit across a broad range of technologies and specialisms.
5. You need to understand salary benchmarks to secure the right talent on budget.
6. You need access to a pre-mapped talent pool in your region.

execute.


RECENTLY COMPLETED PROJECTS

To give you a sense of the types of assignments we engage in here are just a few of the roles we have recently filled:

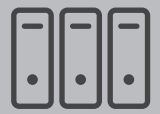
Head of Infrastructure	Head of IT	Director of Infrastructure and Network Operators
Azure Cloud Consultant	Pre-Sales Engineer	Professional Services Engineer
Senior Network Engineer	Technical Consultant	Service Delivery Manager
3rd Line Support Engineer	Senior Infrastructure Engineer	Service Desk Team Leader

coverage.


TECHNOLOGY FOCUS AREAS




Cloud; Private; Public; Hybrid




Data Centre




Converged Infrastructure




Networking



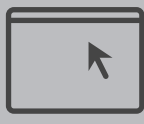
Security




Unified Comms & Collaboration



Systems Infrastructure



Virtualisation



Storage & Data Management

VENDOR SPECIALISM

Microsoft	Cisco	Amazon	VCE	NetApp
EMC	VMWare	Citrix	Check Point	Palo Alto
ForteNET	F5	HP		

execute.

WE PUT THE STRUCTURE BACK INTO INFRASTRUCTURE.

At Stott and May we help to provide hiring managers with options when it comes to sourcing niche talent from across the infrastructure skills landscape. Enabling them to focus on their core business - creating transformational outcomes from IT.

“The success of the infrastructure practice is built on our extensive candidate network coupled with our ability to execute a structured and transparent search process. We place a heavy emphasis on taking a detailed brief from the client with a clear focus on skillset and cultural fit. After understanding the complexity of the assignment we can then advise clients on timeframes and SLA’s to manage expectations and add a level of predictability to the search. We have already mapped out large portions of the talent pool allowing us to screen candidates in granular detail, understanding their motivations, strengths and weaknesses to deliver a compelling shortlist of 5-6 candidates per position. It’s all about removing the clutter and getting access to high quality resource quickly.”

- Danielle Connors, Head of Infrastructure



deliver.

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WHAT DO OUR CLIENTS SAY ABOUT US?

"Stott and May are a trusted partner of ANS and have played an active role in helping us grow our professional services and pre-sales teams. Their understanding of ANS' culture and what we are looking for in a team member has been exceptional and resulted in us interviewing the overwhelming majority of the candidates that have been put forward."

- CEO, ANS

timico®

"Stott and May have impressed with their ability to deliver both contract and permanent staff in competitive timeframes. They have recently successfully placed two pre-sales consultants who are already adding value to the business. It's rare to find a recruitment provider that delivers such a transparent and timely solution."

- PMO Manager, Timico

**dimension
data** 

"We are working with Stott and May on a retained basis to help grow teams in specialist technical areas that are challenging to find in the Austrian market. Stott and May are delivering our proposition to the market well, sourcing local talent from our competitors."

- Director of Human Resources, Dimension Data, Austria

partner.

"I have worked with Stott & May now for over a year and during that time they have become the first agency I would engage if I was looking for support with IT talent acquisition. The time they take to understand our business needs, coupled with the knowledge and network they have within the market place means that our partnership has worked very well and has led to a number of placements within the organisation, all of which have worked out well. One particular role that Stott & May helped us to fill in 2017 was for 'Director of Infrastructure Operations' within our Corporate Service Delivery & Infrastructure team covering the Boots and Alliance Healthcare locations in the UK predominantly. The role was newly created and we needed to get the right person quickly due to its strategic importance. Stott & May took a lot of time to really find out the technical and commercial skills needed but also what were the leadership and resilience strengths required to be able to deliver the role across an often challenging infrastructure environment. The accuracy, speed and communication surrounding the assignment were impressive and I would have no hesitation in placing a similar role with them again.

- HR Business Partner for IT, Walgreens Boots Alliance

MEET THE KEY PEOPLE.

The Stott and May Infrastructure practice are well connected with a network that spans across IT managed service providers, vendors and end-user organisations ensuring we have our fingers on the pulse of the entire infrastructure skills market.



Danielle Connors
Head of Infrastructure

Danielle leads the infrastructure offering joining the team in April 2016 with over seven years' recruitment experience as a Managing Consultant. Danielle is passionate about building relationships with clients and candidates alike in the Networking, Security and Infrastructure space. Her relationships span the technology market varying from IT managed services providers to leading IT security vendors.

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ABOUT STOTT & MAY.

Founded in 2009 Stott and May are a professional search firm with a passion for helping leaders achieve complete confidence that they have hired the right talent, first time in fiercely competitive markets. We believe you should never have to make the choice between quality of candidate and time to hire.

As a result, our business has been founded on the principle of offering a premier standard of search service delivered in vastly accelerated timescales, that our competition simply cannot match. Because after all this is about more than just recruitment, it's about turning your business vision into reality.



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