



# Technology Sales

## Practice Overview



**Stott and May**

Professional Search Limited

Transform.Today





# potential.

## HOW LONG CAN YOU WAIT TO DRIVE TOP LINE PERFORMANCE?

Stott and May's Technology Sales practice has an enviable reputation, recruiting the finest talent for high-growth technology brands. Whether you're a 'cool' startup disrupting the market, a more established company going through a restructure, or gearing up for an IPO, we have a demonstrable track record of connecting our clients with sales professionals capable of delivering exponential growth.

Since our inception Stott and May have operated in a niche within this hugely competitive market. Recruiting mid to senior level hires, with typical base salaries from GBP60000, through to GBP150000, we have forged some fantastic client relationships. These have been garnered through our capability to deliver a comprehensive, premium standard search service in aggressive, 'contingent' timescales.

## HOW WILL YOU KNOW WHEN YOU NEED US?

**Sometimes it's hard to know when you need help. Here are a few scenarios where clients have seen significant value from engaging with our Technology Sales Practice:**

1. You are at a critical stage in your growth and cannot afford to make a 'bad hire'.
2. It is taking you too long to source candidates that meet your desired profile.
3. You are struggling to entice 'high performers' from the competition.
4. You do not have the access you would like to the passive market.
5. You are expanding into new geographies but do not have the local knowledge or network.
6. Organic growth or recent investment leaves you with a large number of open heads to be 'closed' in a short timeframes.

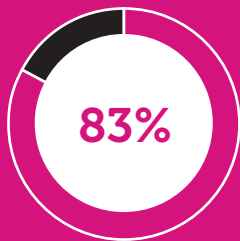
execute.

## RECENTLY COMPLETED PROJECTS

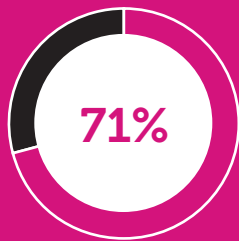
To give you a sense of the types of assignments we engage in here's just a few of the roles we have recently filled:

Account Manager	Pre-Sales Manager	Alliances Manager
Account Director	Enterprise Sales Exec	Partner Manager
Global Account Director	Regional Sales Manager	Sales Director
VP EMEA	General Manager	Managing Director

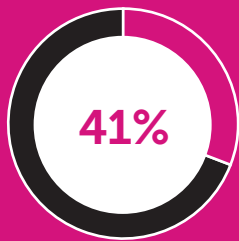
## OUR CREDENTIALS IN TECHNOLOGY SALES



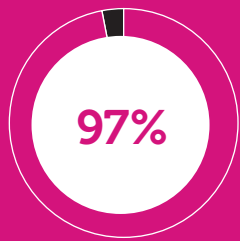
CV to interview rate



1st interview success rate



1st interview to offer rate



Offer acceptance rate

enable.



## DRIVING YOUR GEOGRAPHIC EXPANSION

**We have played an active role in the growth story of some of the most exciting technology vendors in the market.**

“Whether you need to find your first man on the ground in EMEA or are already established in Europe but looking to ramp up headcount quickly to increase top line revenues in advance of an IPO or trade sale - we have the experience to help. Our clients value our deep understanding of the EMEA marketplace having placed candidates and mapped out the competitive landscape in over 20 territories”

- Giles Daniels, Director & Co-Founder, Stott and May



# deliver.

## WHAT DO OUR CLIENTS SAY ABOUT US?

Good | 

"Impressed by their structure, approach, results driven culture and pan-EMEA (native language speakers) success."

- VP Sales, Northern Europe



"Saved us a huge amount of time by sourcing suitable candidates enabling a very succinct and controlled interview process."

- VP EMEA

DocuSign®

"Their understanding of what we wanted was exceptional. We ran a day of interviews and made a hire within 48 hours."

- International Market Director

LogMeIn®

"Stott and May's understanding of what we wanted and ability to manage the whole process ensured we got a quick result."

- VP Business Development



# partner.

## MEET THE KEY PEOPLE.

When you work with Stott and May you will be able to leverage a comprehensive level of market insight across a range of technologies, synonymous with IT analysts and industry experts. Here are the key people that will help turn your business vision into reality.



**Giles Daniels**  
Director and Co-Founder

Giles set up the Executive Search practice on Stott and May's inception in January 2010. He has over 18 years' experience in Executive Search, Search and Selection and Contingent Recruitment markets. Giles has built a significant global network across the SaaS, Software and Technology sectors. He takes great pride in being able to deliver high calibre senior appointments against aggressive time-scales, ensuring the right cultural fit for unique start-ups or established teams.



**Thomas Kingston**  
Manager – Technology Sales EMEA

Thomas brings a wealth of knowledge to the Technology Sales practice at Stott & May providing a renowned recruitment solution to early stage technology companies. Thomas has made a considerable impact with high growth start-ups across EMEA, providing a streamlined and efficient recruitment process. This enables his clients to focus on their core business safe in the knowledge that they will have access to the best talent in their field. Thomas takes the time to understand the markets that his clients operate in with previous engagements covering areas such as but not limited to: ITSM, Data & Analytics, Machine Learning & AI, FinTech and CRM.

"It would have been almost impossible to reach 'passive' candidates so quickly without mapping out the market with Stott and May."

- VP, Head of EMEA Operations, Veritas



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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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