

**How this critical hire mobilized Clearfit's blueprint  
- and established a world-class team.**

Clearfit is the leader in performance insights that helps thousands of companies build stronger teams with their patent performance insights engine. They're well versed with the understanding that a productive organization needs a fusion of the right people in the right roles.

Jamie Schneiderman, CEO Clearfit, knew that with the business rapidly scaling, it was a critical juncture in their operations to bring on board a high-performing VP of Sales – and it had to be just right.

Martyn came in highly recommended from a number of people as an initial starting point and the conversation extended well beyond the “yes, I can get it done.” Martyn and his team understood and were able to demonstrate the nuances of what Jamie was looking for and instilled a great deal of confidence that they could get them in the right place in a short period of time.

As the process unfolded, Martyn started uncovering more about Jamie's vision and what building blocks were needed to complete his long-term blueprint. He would bring in high-quality candidates so both sides were continually gaining a clearer perspective on what the perfect cultural fit would entail.

Martyn got to work in the granular with the, “why this person, why not this person, how do we want to think about people, what are the trade-offs as it relates to compensation versus quality of individual?” He understood what Jamie and his team were trying to do, the pressures that are associated with implementing that vision and how to bridge that gap with sourcing talented players.

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***“Martyn played a role throughout the entire process, all the way through closure - which I thought was extremely valuable.”***

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The new VP hit the ground running. He was already a perfect fit within the fabrics of the organization, had the experience and skill set to showcase his value and moved the needle immediately by helping building out the team.

***“I'm thrilled with this hire. Life or death may be a bit harsh, but sometimes it feels that way, because it was a critical, critical hire. We absolutely had to get it right and I feel like we have. More so than just getting the job done – Martyn was a pleasure to work with.”***



***“Someone bringing talent to you is a benefit in and of itself. His contacts, his ability to go and find talent - but it's the general understanding of what you need or what you don't need and his ability to have the conversation about it.***

***I looked at Martyn as more than the guy bringing talent to me – I looked to him for advice through the process.”***

***- Jamie Schneiderman,  
CEO Clearfit.***

