

Acquire sales talent that have their head on the cloud not in the clouds

Helping the Salesforce
Ecosystem Drive Growth

Stott and May

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At DocuSign we were looking to establish our EMEA business. I was introduced to Stott and May as being the ‘best SaaS recruitment firm in the UK’ by a contact in another high growth SaaS business. Their understanding of what we wanted was exceptional – we ran a day of interviews for a Senior Sales Executive and made a hire within 48 hours. We went through the same process for a Marketing Manager a month later and again, had immediate success. I look forward to working with Stott and May again many times in the future.”

- International Market Director, DocuSign



We're constructive about making your business disruptive

Stott and May have a proven track record of recruiting the finest talent for high-growth technology brands operating within the SFDC ecosystem. We offer experienced support for our client partners at every stage of their growth journey from putting that first senior business leader on the ground in a new territory through to building out entire sales teams in compelling timeframes.

We recognise the importance of moving quickly to capitalise on market opportunities. But it's that marriage between speed and quality that makes our proposition unique. We've built out regional sales functions in timescales as aggressive as 8 weeks and pride ourselves on qualifying candidates against your desired skillsets and cultural fit to ensure you never waste time sifting through irrelevant CVs and taking part in interviews that should never have been scheduled. That's why some of the disruptive tech brands in the Salesforce community are turning to Stott and May to help them meet and exceed their growth aspirations.

Why Clients Choose Us

Market Understanding

When you are at a critical stage in your growth you need complete confidence in your next hire. It's essential that you work with a partner that will map the market out for you focusing in on desired skillsets that exist within the competitive landscape. Reaching the passive candidate market relies on working with a partner that understands your offering and your business and can position your strengths accordingly.

Geographic Reach

Our team has conducted business critical hires in revenue generating roles across the length and breadth of EMEA and North America. We've mapped out the candidate landscape in over 20 countries across EMEA filling roles with base salaries ranging from £600k-100k. It's all about providing our clients with compelling options – at pace – as they drive their geographic expansion plans.

Time to Hire

Our business is built on the principle of delivering an executive level of search service executed in contingent timescales. In a market that's moving quickly and when delays in recruitment impact top line performance, this matters.

Single Source Simplicity

We build revenue generating teams from the top down or the bottom up with one key point of contact throughout. Recently completed assignments include: General Manager, VP of Global Sales, VP EMEA, VP UK&I, Sales Director, Sales Manager, Global Account Manager, Enterprise Sales Executive.



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Stott and May saved us a huge amount of time by sourcing suitable candidates enabling a very succinct and controlled interview process.”

- Vice President EMEA, Callidus

What our clients have to say



We engaged with Stott and May as we were at a critical stage of growth and struggled to entice 'top performing' Sales Executives. We needed to ramp up headcount quickly to increase top line revenues and since partnering with Stott and May we have been extremely impressed by the professional approach shown. So far they have successfully hired one Mid-Market and one Enterprise Sales Executive to help us expand across EMEA. We look forward to what talent they will bring to the business in the future."

- EMEA Business Partner TA



We were at a critical stage of growth and couldn't afford to make a bad hire. Stott and May's understanding of the competencies and cultural traits of the people that we need to hire into our business was exceptional. It is evidently clear they specialise in running a concise and efficient search process. No stone was left unturned. In our very first engagement with Stott and May we were presented with three exceptional candidates. I could have hired any of them."

- Vice President EMEA



If you are looking to build or expand your sales, marketing or business development teams within the US or EMEA, I strongly recommend Stott and May. They have a passion for helping their clients achieve their goals which is demonstrably clear from the time they spent with us in order to really understand our business. I have continued to work with Stott and May in my subsequent companies after moving back to the US. At Conga, the team have recruited my SVP of Worldwide Sales and a number of other important hires in the US and the UK and I am confident they will continue to recruit great people for Conga well into the future."

- Chief Operating Officer



The search process was succinct and well managed. From the very first briefing call Stott and May demonstrated that they clearly understood our business in detail and helped to advise us on the type of candidate that would help us to grow at the pace we wanted to. Within five days we had a shortlist of five candidates', all of which hit the defined brief. Their understanding of what we wanted was exceptional. It was clear from the very beginning that the team at Stott and May are well rehearsed on hiring a 'first man on the ground' for EMEA."

- Vice President Sales and Marketing

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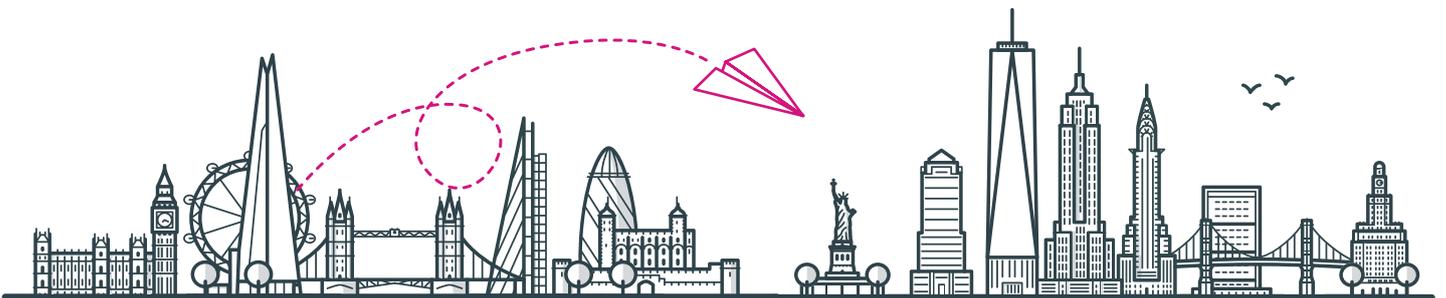
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ABOUT STOTT & MAY.

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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