



CUSTOMER SUCCESS STORY

Conga

Conga expanded its product portfolio following several successful mergers and acquisitions. To support this growth, they needed Enterprise Sellers with experience in intricate, high-value, strategic sales. Stott and May placed over 25 team members; their expertise was instrumental in a successful merger with Apttus and a Thoma Bravo PE acquisition.

COMPLETED ASSIGNMENTS

Enterprise Account Executives X5
Senior Vice President Sales
Chief Revenue Officer
Pre-Sales Directors X2
Marketing Director
Sales Directors X3

“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. Their passion for assisting clients in reaching their objectives was clear in their commitment to thoroughly understanding our business. I am confident they will continue to recruit great people for Conga, and I have consistently worked with Stott and May in my subsequent companies after moving back to the US.”

Former COO, Conga



CLIENT OVERVIEW

Market: Enterprise Software, Contract Lifecycle Management, Revenue Operations

Headquarters: Broomfield, CO

Founded: 2006

Business Size: 1,700+ employees

Latest Funding Round: Private Equity Backed

Key Contacts: Former COO



GEOGRAPHIC FOCUS

UK

USA

France

Germany

Talk to our team

Learn more about our GTM recruitment practice [here](#).