



CUSTOMER SUCCESS STORY

Genesis

Genesis were expanding globally into new territories and needed to build their first Institutional Sales team across New York, London, and Singapore. Stott and May collaborated with their Managing Director, ensuring strategic placements and market insight in target regions.

COMPLETED ASSIGNMENTS

Director of Account Management
VP of Institutional Sales X3
Crypto Research Analyst



CLIENT OVERVIEW

Market: Institutional Digital Asset Trading
Financial Services, Blockchain, FinTech

Headquarters: New York, NY

Founded: 2013

Business Size: 290+ employees

Latest Funding Round: Series A

Key Contacts:

Leon Marshall - Managing Director, Global
Head of Sales

“Stott and May really recognize the key characteristics required to build a market-leading sales team. They have provided a very high standard of candidates as well as competitive intelligence and research. We’ve been very impressed with their ability to understand our business and represent us competitively in the market while maintaining a high level of transparent communication throughout the process.”

Leon Marshall - Managing Director, Global Head of Sales, Genesis

Genesis

GEOGRAPHIC FOCUS

Singapore

USA

UK

Talk to our team

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