



## CUSTOMER SUCCESS STORY

# Kensu

In a remarkably short time, Kensu transitioned from achieving product-market fit to securing founder-led first deals. Following a successful seed funding round, the business needed to expand its GTM function rapidly. To support this critical growth phase, Kensu engaged Stott and May to identify an exceptional Enterprise Sales Representative with specialized expertise in the Data Observability domain.

### COMPLETED ASSIGNMENTS

Enterprise Account Executive  
Marketing Director



### CLIENT OVERVIEW

**Market:** Data Observability, Data Science, Data Quality, Lineage

**Headquarters:** San Fransisco, CA

**Founded:** 2018

**Business Size:** 26 employees

**Latest Funding Round:** Seed

**Key Contacts:** Eleanor Treharne-Jones - CEO

“Stott and May have consistently demonstrated their deep understanding of the European business landscape and the challenges that arise when you encounter hiring at scale in a variety of regions. Their expertise and exceptional track record in enterprise software recruitment make them my first choice partner in the space.”

**Eleanor Treharne-Jones - CEO, Kensu**



### GEOGRAPHIC FOCUS

France

UK

**Talk to our team**

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