



CUSTOMER SUCCESS STORY

Nansen

Following Nansen’s \$13M Series A funding, Stott and May facilitated the hiring of 6 key individuals in just 2 months, strategically placing their first crucial GTM hire, Head of Sales, and a subsequent 5 Customer Success Managers across EMEA, US, and APAC regions.

COMPLETED ASSIGNMENTS

- Head of Institutional Sales
- Customer Success Managers X5



CLIENT OVERVIEW

Market: Blockchain Analytics, Crypto, Data Analytics, NFT, DeFi

Headquarters: Singapore, SG

Founded: 2020

Business Size: 130+ employees

Latest Funding Round: Series B

Key Contacts:

Alex Svanevik - CEO

Alexandre Caillol - Head of Institutional Sales

“Stott and May have been instrumental in our hiring efforts. In just two months, they helped us find the perfect candidate to fill our first open GTM position, Head of Institutional Sales. Their efficiency and understanding of our needs made working with them very easy, and they were always mindful of our time. I look forward to our future working together as we continue to grow.”

Alex Svanevik - CEO, Nansen



GEOGRAPHIC FOCUS

UK

USA

Singapore

Talk to our team

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