



CUSTOMER SUCCESS STORY

Odaseva

Following recommendations from several Salesforce Ventures portfolio companies, Odaseva chose to partner with Stott and May to secure GTM talent. They needed experienced Enterprise Sales Representatives for their Salesforce ISV teams, with the technical expertise to engage C-level executives and close complex strategic deals. In just 3 months, Stott and May successfully placed 10 candidates across 5 countries.

COMPLETED ASSIGNMENTS

Enterprise Account Executives X5
Vice President Sales APAC
Vice President Sales US
Pre-Sales Engineers X2
Alliance Director

“Stott and May have been invaluable in assisting me with hiring for the GTM function across multiple companies. They not only understood the ideal candidate profile we were looking for, but had the ability to engage top performers, who were initially on the fence, and turn them into enthusiastic candidates.”

Eleanor Treharne-Jones - CCO, Odaseva



CLIENT OVERVIEW

Market: Data Management, Big Data, Analytics, Business Information Systems

Headquarters: San Francisco, CA

Founded: 2012

Business Size: 150+ employees

Latest Funding Round: Series B

Key Contacts: Eleanor Treharne-Jones - CCO

odaseva

GEOGRAPHIC FOCUS

Germany 

Australia 

France 

USA 

UK 

[Talk to our team](#)

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