



CUSTOMER SUCCESS STORY

OwnBackup

Post their Series B investment, OwnBackup saw the value in engaging with Stott and May to help them attract in excess of 42 dynamic sales leaders and individual contributors that would underpin their growth to 1,500+ employees and an eventual \$3BN valuation.

COMPLETED ASSIGNMENTS

- SVP Sales
- Regional Vice President Sales X3
- Enterprise Account Executives X14
- Commercial Account Executives X10
- Pre-Sales Engineers X6
- Director of Alliances X2

CLIENT OVERVIEW

Market: Data Storage, Data Security, Enterprise Software, SaaS, Cloud Security

Headquarters: New Jersey, US

Founded: 2015

Business Size: 1,500+ employees

Latest Funding Round: Series E

Key Contacts:

Sam Gutmann - CEO

Ori Yankelev - Chief Business Officer



“We engaged with Stott and May to hire several individuals over an extremely short period. They have exceeded our expectations, providing us with high-quality candidates within a timeframe I have simply not seen previously. The team has significantly outperformed the agencies that we have used in the past. Quality, speed, and execution are at the forefront of all that they do, and they have subsequently become our go-to partner (on a global scale) for technical and sales positions.”

Sam Gutman - CEO, OwnBackup



GEOGRAPHIC FOCUS

USA

UK



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