



CUSTOMER SUCCESS STORY

Seal Software

Post-Series B funding, Seal Software aimed to expand European operations in multiple territories, requiring seasoned enterprise software sellers with procurement expertise in regulated industries. Stott and May hired 5 Sales Directors across the UK, France, Netherlands, Switzerland, and Germany, with 2 becoming top global performers, contributing to a successful acquisition by DocuSign.

COMPLETED ASSIGNMENTS

Regional Sales Directors X5
Alliance Director



CLIENT OVERVIEW

Market: Enterprise Software, Contract Discovery, Contract Lifecycle Management

Headquarters: Walnut Creek, CA

Founded: 2010

Business Size: 7,700+ employees

Latest Funding Round: Acquired

Key Contacts: Former SVP Sales

“We were at a critical stage of growth and couldn’t afford to make a bad hire. Stott and May’s understanding of the competencies and cultural traits of the people that we need to hire into our business was exceptional. It is evidently clear they specialize in running a concise and efficient search process. No stone was left unturned. In our very first engagement, we were presented with three exceptional candidates. I could have hired any of them.”

Former SVP Sales, Seal Software



GEOGRAPHIC FOCUS

- UK
- France
- Germany
- Switzerland
- Netherlands

Talk to our team

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