



CUSTOMER SUCCESS STORY

monday.com

monday.com were at a critical growth stage before their IPO and needed seasoned sales representatives to support their rapid expansion. Stott and May led a fast, rigorous process to secure 3X key GTM hires at a crucial time for the business, which has scaled from \$7M ARR to \$700M in just 6 years.

COMPLETED ASSIGNMENTS

Enterprise Account Executive
Strategic Alliances Director
Channel Partner Director



CLIENT OVERVIEW

Market: Enterprise Software, Project Management, Collaboration, SaaS

Headquarters: Tel Aviv, IL

Founded: 2012

Business Size: 1,900+ employees,

Latest Funding Round: Public

Key Contacts:

Gal Eshel - R&D Talent Acquisition Team Lead

“It’s not easy to find someone who makes you feel like it’s their mission to help fill the roles. Due to Stott and May’s long-term commitment, they have been able to deeply understand who we are, what we look for, and really find the ideal candidate profile that we seek.”

Gal Eshel - R&D Talent Acquisition Team Lead,
monday.com



GEOGRAPHIC FOCUS

USA

UK

Talk to our team

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