



# Technology Sales

## Practice Overview



**Stott and May Inc.**  
Human Capital Management

Transform.Today

# potential.

## HOW LONG CAN YOU WAIT TO DRIVE TOP LINE PERFORMANCE?

Stott and May's Technology Sales practice has an enviable reputation, recruiting the finest talent for high-growth technology brands. Whether you're a 'cool' startup disrupting the market, a more established company going through a restructure, or gearing up for an IPO, we have a demonstrable track record of connecting our clients with sales professionals capable of delivering exponential growth.

Since our inception Stott and May have operated in a niche within this hugely competitive market. Recruiting mid to senior level hires, with typical base salaries from \$100K, through to \$300K, we have forged some fantastic client relationships. These have been garnered through our capability to deliver a comprehensive, premium standard search service in aggressive, 'contingent' timescales.

## HOW WILL YOU KNOW WHEN YOU NEED US?

1. You are at a critical stage in your growth and cannot afford to make a 'bad hire'.
2. It is taking you too long to source candidates that meet your desired profile.
3. You are struggling to entice 'high performers' from the competition.
4. You do not have the access you would like to the passive market.
5. You are expanding into new geographies but do not have the local knowledge or network.
6. Organic growth or recent investment leaves you with a large number of open heads to be 'closed' in a short timeframes.

execute.

## RECENTLY COMPLETED PROJECTS

To give you a sense of the types of assignments we engage in here's just a few of the roles we have recently filled:

Managing Director	Country Manager	WW VP Sales
Chief Revenue Officer	VP Sales US	VP Sales APAC
VP Commercial Sales	VP Federal Sales	VP Enterprise Sales
VP Financial Services	VP Channel & Alliances	Enterprise Sales Exec
Senior Account Exec	Senior Account Manager	Global Product Evangelist
VP Product	VP Product Marketing	Chief Marketing Officer
Marketing Director	Customer Success Manager	VP Pre-Sales
Pre-Sales Engineer		



# enable.

## PUTTING CONSTRUCTIVE TALENT INTO DISRUPTIVE TECHNOLOGY BUSINESSES

**We have played an active role in the growth story of some of the most exciting technology vendors in the market.**

We are perfectly positioned to support high growth technology businesses, providing them with the talent they need to take the next step on their journey whether that be market leadership or an improved valuation ahead of an IPO or trade sale. Our clients value our ability to work as an extended member of their team, unearthing engaged, high quality talent consistently across all roles that have a bearing on top line performance. Whether you are looking to strengthen your sales team in home markets or put a first man on the ground in a new territory, we have the network and track record to make a tangible difference.

deliver.

conga®

## WHAT DO OUR CLIENTS SAY ABOUT US?

"I engaged with Stott and May for our most critical hire in 2016 (SVP of Sales) and the team completely exceeded my expectations throughout the process. They produced a strong list of finalists, on schedule, and a final hire who has met all of my expectations. I highly recommend Stott and May for critical searches.

- Chief Operating Officer

VERITAS

"It would have been almost impossible to reach 'passive' candidates so quickly without mapping out the market with Stott and May."

- VP, Head of Operations

DocuSign®

"Their understanding of what we wanted was exceptional. We ran a day of interviews and made a hire within 48 hours."

- International Market Director

LogMeIn®

"Stott and May's understanding of what we wanted and ability to manage the whole process ensured we got a quick result."

- VP Business Development

"If Stott and May call you about an opportunity - hear them out. I've spoken with a lot of recruiters and there are very few that I felt I could trust throughout the process. Stott and May are one of those rare partners that are not only very professional, but their transparency, accuracy, detail, and follow through are impeccable. Throughout the process they supported me, kept me up to date and did exactly what they promised they would do when they said they would do it. As a consequence of their approach, I was also very transparent about my strengths and potential limitations related to the role, which meant when I joined all the cards were on the table. There were no surprises on either side and I was set up for big success."

- VP Product Marketing, Nuxeo

partner.

## MEET THE KEY PEOPLE.

Here are the key people that will help turn your business vision into reality.



**Andrew Gee**  
Executive Vice President, North America

Andrew has played a key role in shaping the Stott and May offering since coming on-board in April 2011. He now leads our business in North America after setting up the operation in New York. Andrew's team are delivering innovative solutions across a broad range of specialist technology areas to empower hiring managers to get to the right talent first time in highly competitive markets. Andrew is renowned for building deep relationships with clients with a strong emphasis on quality of service and market knowledge. As a result, he has played a critical role in delivering a number of truly global projects with vendors, consultancies and end-user organisations.



**Douglas Fowler**  
Head of Technology & Cyber Security Sales

A founding member of Stott and May's US Cyber Security recruitment division, Douglas heads up leadership and commercial hiring for the vendor and consulting markets and has been a trusted partner to some of the fastest growing businesses in the sector. With over 20 years' experience gained across the US and EMEA markets, Douglas has helped client's build sales, marketing and professional services teams across multiple locations and has built an exceptional network of leading professionals in the field.



**Hannah Barfield Spellmeyer**  
Executive Search Consultant, Technology Sales & Marketing

Hannah has over 5 years' recruitment expertise in the technology sector and has earned an excellent reputation in the market for delivering exceptional results to both candidates and clients alike. She is fiercely committed to meeting deadlines and finding the right culture-contribution for each hire. Due to her unmatched level of service, she has an impressive record of turning contingent clients into retained and exclusive partners.

### New York

10 West 18th Street  
9th Floor  
New York, NY 10011

+1 929 276 3781  
newyork@stottandmay.com

### London

6th Floor, Cannon Green  
27 Bush Lane  
London, EC4R 0AA, UK

+44 (0) 207 496 3650  
london@stottandmay.com

### Reading

Ground Floor, Forbury Works  
37-43 Blagrove Street  
Reading, RG1 1PZ, UK

+44 (0) 118 908 1580  
reading@stottandmay.com

## ABOUT STOTT & MAY.

Founded in 2009 Stott and May are a professional search firm with a passion for helping leaders achieve complete confidence that they have hired the right talent, first time in fiercely competitive markets. We believe you should never have to make the choice between quality of candidate and time to hire.

As a result, our business has been founded on the principle of offering a premier standard of search service delivered in vastly accelerated timescales, that our competition simply cannot match. Because after all this is about more than just recruitment, it's about turning your business vision into reality.



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