



We focus on the people behind the growth.

Technology Sales & Services
Practice Overview



How long can you wait to drive topline performance?

Stott and May's Technology Sales and Services 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, pre-sales and professional services talent 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 GBP60000, through to GBP150000, 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's 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 short timeframes.



Recently completed assignments

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:



Chief Revenue Officer
Conga



VP Sales EMEA
OwnBackup



VP EMEA
ThoughtSpot



VP Sales
Vision-Box



VP EMEA
Conga



Sales Director
Demandbase



Sales Director
ServiceNow



Sales Director
Seal Software



Territory Account Exec
Software AG



Enterprise Account Exec
Couchbase



Enterprise Account Exec
Box



Enterprise Account Exec
Mimecast



Value Manager
Workday



BDR
Undo



CSM
Seismic Software



Driving your international expansion

We have played an active role in the growth story of some of the most exciting technology vendors in the market. Whether you need to find your first man on the ground in EMEA or are already established in Europe but looking to ramp up headcount quickly to increase top line revenues in advance of an IPO or trade sale - we have the experience to help. Our clients value our deep understanding of the EMEA marketplace having placed candidates and mapped out the competitive landscape in over 20 territories.

- Giles Daniels, Director & Co-Founder

“It would have been almost impossible to reach ‘passive’ candidates so quickly without mapping out the market with Stott and May.”

- VP, Head of EMEA Operations
Veritas

Proud to be trusted by

Own{backup}

conga

box

servicenow

 ThoughtSpot

APTTUS

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The Stott and May team have 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. We look forward to continuing the relationship with Stott and May in the coming years, and I would happily recommend their services to other businesses in need of a first-rate talent service.

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- CEO, OwnBackup

About Stott and 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.

