



“In a very tough market for experienced enterprise sales talent, we turned to Martyn Bassett Associates based on reputation and experience. Their level of engagement was impressive and for fast-growing tech companies essential.

We quickly had several candidates and ended up hiring one of the first because they met literally every qualification criterion we outlined - not an easy task in this market. At the offer stage, Martyn and team were very consultative and helpful to make sure we got to the right set of numbers. I look forward to working with them in our next phase of hiring.”

-- John Schultz, Chief Sales Officer

17

DAYS UNTIL
FIRST ROUND
OF CANDIDATES

4

CANDIDATES
PRESENTED

4

CANDIDATES
INTERVIEWED

44

BUSINESS
DAYS TO
COMPLETE
THE SEARCH

THE SEARCH

ACTO Technologies, the leading provider of a one-of-a-kind omnichannel education ecosystem for the healthcare and life sciences industry, was looking for a **Strategic Enterprise Director**. The mandate of this hire was to identify new business opportunities in Pharmaceutical and Healthcare across the US.

THE HIRE

This hire had 20+ years in Pharmaceutical, Healthcare and Life Sciences. They started their sales career selling for a major pharmaceutical company, prior to transitioning into SaaS. They also had previous experience selling a LMS platform into life sciences and a healthcare research platform into academics and life sciences.

Their average deal size was between \$200K to \$1M and they had a consistent track record of exceeding their \$1M+ quota.