



“As a pivotal role for the company, we needed to bring in experts in the North American Product market. Their team was very communicative and solution-oriented, helping us find an amazing hire.”

-- Devon Galloway, Co-Founder, CTO

6

DAYS UNTIL
FIRST ROUND
OF CANDIDATES

10

CANDIDATES
PRESENTED

8

CANDIDATES
INTERVIEWED

33

BUSINESS
DAYS TO
COMPLETE
THE SEARCH

THE SEARCH

Vidyard, a Series C B2B SaaS vendor, was seeking their first **VP Product** to help drive scale following their pivot to a Product Led Growth model two years earlier. Our firm was one of four search firms considered – the other three were based in the Bay area.

THE HIRE

The chosen hire had 18 years of product management experience, 8 of which was Product Led Growth experience. Most recently, they were a VP Product for a Bay Area vendor (with a PLG model) where they inherited a product team of 18 and scaled it to 95.

Earlier in their career, they developed and launched enterprise video products as well as championed product for one of the original PLG tech companies in California. They have also participated in two exits.

Since joining, this hire has been able to expand and build out an amazing team, signaling a product practice well underway.