erevena roundup

2019

Thanks to all the clients and

candidates who have made it so

hard to deliver these outcomes.

point next year.

Dan Hyde, CEO

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**(**-- ) bitrise

VP Sales

corehr

Chief Revenue Officer

elvie

Head of Sales US

🍑 MAMBU

Chief Customer Officer

Chief Marketing Officer

**ON24** 

VP & MD EMEA

pymetrics

General Manager, MD

**EMEA** 

siilo.

VP Marketing

zellis

Head of Marketing

Chief Product and

Technology Officer

MATCHES FASHION.COM

VP Engineering

🛐 redgate

Chief Product Officer

talentry

VP Product

Chief Operating Officer

Chief Financial Officer

Typeform

Chief Operating Officer

worthwhile, and to the expanding team

here at Erevena who have worked so

I look forward to catching up at some

Enjoy reading and Happy Holidays.

Circleci

General Manager EMEA

coursera

Senior Director of

Enterprise EMEA

Chief Marketing Officer

MINDBODY.

Managing Director EMEA

Chief Executive Officer

🥻 PRIVITAR

Chief Marketing Officer

ReceiptBank

Chief Revenue Officer

VP and Head of Marketing

Zertø

VP EMEA

Kobalt

Chief Product Officer

neyber

Executive Chief

Technology Officer

SenSat<sup>®</sup>

Chief Technology Officer

**TROUVA** 

VP Engineering

VP Finance

Chief Operating Officer

WITE"

VP Finance

**Boardroom Remuneration and** 

The Erevena annual study into boardroom

remuneration provides an interesting lens

high-growth businesses. This third year of

boardroom diversity, exploring gender and

on boardroom remuneration trends in

study also introduces a focus on

**Accelerating Tech Startups** 

Published recently in The Times by

to funding, tech and people.

Racounter, Accelerating Tech Startups

explores crucial steps in the growth path

for tech startups as they scale up and the

common challenges faced when it comes

Recruiting a people leader for a

businesses is a Chief People Officer. How

do you go about hiring an effective people

Building and scaling a world class

What does a great product function look

Officer and when do you hire them? Hints

like; what's the role of a Chief Product

and tips for managing the long-term

**Lessons learned from global** 

deciding on international expansion?

avoid common mistakes.

What are the key factors to consider when

Learn from the experience of others and

Recruiting a commercial leader for

a bottoms-up SaaS company

A bottoms-up business is distinct

and requires a different skill-set.

Interview with Mike Smith,

Officer, Barclays Ventures

Interview with Vinay Ramani,

**Chief Product Officer, Pipedrive** 

Read more

Read more

**Chief Product and Technology** 

the skills needed?

Read more

This year we launched an interview series with product and technology leaders who

have relocated from the West Coast to Europe, exploring the challenges and

from the traditional top-down model

How do you identify individuals with

leader for a rapidly scaling business?

high growth, venture-backed

One of the key hires for scaling

product organisation

product strategy.

Read more

expansion

Read more

ethnicity in the boardroom.

Read more

Read more

company

Read more

**Diversity Report 2019** 

sqreen

Nectarine

+ Finalcad

Welcome to the Erevena Roundup of 2019

it's been a great year.

erevena

Learn more →

**Recent Searches** Commercial

This year has been our busiest yet with the team at Erevena working with lots of new clients and funds, alongside more searches for existing clients. Here are some of the highlights, with more details on our website.

ваовав Group Chief Executive Officer Head of Global Sales

diffblue Al for Code Chief Executive Officer (h[s]) HYPERSCIENCE VP Worldwide Sales

modanīsa Chief Commercial Officer Nylas

VP Sales & VP Marketing Prodigy Chief Sales and Marketing Officer

Showpad Managing Director WIRE" VP Sales EMEA Tech & Product

CloudNC VP Software Engineering loveholidays Chief Information Officer OAG

SOUNDCLOUD VP Engineering - Listener **Operations** 🛟 beamery 🕥 DueDil Chief People Officer

Chief Technology Officer

🚜 meniga Chief Operating Officer snyk VP People

**Recent Publications** remuneration and diversity emuneration and tiversity in high-growth businesses

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CORDERATION OF THE PROPERTY OF The Erevena 'How to' Series The Erevena series of 'How to' articles addresses the issues that rapidly growing, venture-backed companies face on their journey to scale. **Building brands that people love** 

Brand is often viewed as an expensive

marketing and eschewed by cash-poor

start-ups. What are the practical steps that

you can take when building a world-class

Building an effective, B2B, go-to-

In the early stages of a growth journey, you

flagship logos on your roster. What are the

key steps to go through when building an

effective go-to-market organization?

Successful hiring for IoT

Kevin Elderfield, Senior Partner at

Erevena, shares his thoughts on the

general characteristics to look for, in view

of the scarcity of IoT-specific skills in the

**Demonstrating Investor Value in** 

The problem of demonstrating value is

one facing many IoT businesses. What

**Borderless Search Interview Series** 

opportunities that they faced and overcame.

Interview with Mark Tsimelzon,

Interview with Artem Fishman,

**Chief Technology Officer,** 

SoundCloud

Read more

**Director of Engineering,** 

Facebook/Whatsapp

Read more

are the steps to take to demonstrate

often have to do whatever it takes to get

market organisation

and immeasurable channel within

brand?

Read more

Read more

market.

Read more

an IoT business

investor value?

Read more

**Daniel Petcu** Associate **Annie Mitchell Executive Assistant** Marketing Intern **USA** 

**Laurel Mead** 

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London,

WC2R 0LR,

United Kingdom

Associate

Jack Kirkner

Happy Holidays!

Wishing you a peaceful holiday

and a happy New Year.

The Erevena Team

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**Associate** 

Amelia de Normann

**Lucy Jacobs Chief Marketing Officer Tobi Ita** 

New team members

We were delighted to welcome 14 new members of the Erevena team over the last

Meet the team at Erevena

him awake at night.

**Learn more** 

Dan Hyde, CEO, shares his views on what makes Erevena different from

other executive search firms, his vision of what's to come, and what keeps

UK **Associate** 

year, with our new additions joining across the business in the UK and the USA.

**Hugo Darby** 

Senior Associate **Paul Redgrave** 

**Georgina Pike** Associate **Peter Snow** Financial Controller **Ruby Kaur Accounts Assistant** Administrative Assistant

**Matthew Hawk** 

**Executive Assistant**