

## erevena newsletter

Spring 2021

## Welcome to the Erevena Newsletter Spring 2021



The first 3 months of 2021 have presented their fair share of juxtaposition. Some things have changed radically whilst others have very much stayed the same!

Demand from our Investor Partners is at an all-time high, we have seen it surge in 2021 like never before. As you will see in our news section below, many of our clients have raised money and are aggressively scaling.

This has led to successful Executives having amazing optionality, which has made searches tough. We are proud of our team for the amazing placements we have made in the last quarter, we have had to work incredibly hard to secure the very best people for our clients.

We have achieved all of this whilst working from our home offices, bedrooms and our kitchen tables, often whilst home schooling our children or fighting for table space with our housemates.

It's been a challenging time and maintaining our wellbeing has never been harder. I'm proud of everyone at Erevena, you have all performed amazingly under the strangest and most difficult of circumstances.

We have also had a whole host of new joiners this quarter, many of whom we are yet to meet in person. I'm excited to see you all soon.

We look forward to your feedback on our news below, and hope to meet for a coffee in real life before too long.

Dan Hyde, CEO

### Client News

Shane Happach appointed [Mollie](#) CEO

[Personio](#) raise \$125m Series D

[Workday](#) acquire Peakon for \$700m

[Humio](#) acquired by CrowdStrike for \$400m

Datadog and [Sgreen](#) sign a definitive acquisition agreement

Early investors in [UiPath](#) set to generate more than a 220,000% return

[Matillion](#) closes \$100m Series D

Whitehat rebrands as [Multiverse](#) and raises \$44m for overseas expansion

[Cleo](#) raises \$44m led by EQT Ventures

[Shippeo](#) announces a \$45m investment

[Mambu](#) closes their Series D for \$135m

[Genomics](#) complete a \$30m funding round

[Taxdoo](#) raises \$21m Series A

[Snyk](#) raises \$300m in Series E funding

[BitPanda](#) raises \$170m Series B

[Whereby](#) Series A raises \$12m from Point Nine and angel investors

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### Recent Searches by Ereveva Search



Chief Executive Officer



Chief Executive Officer



Chief Executive Officer



Chief Product Officer



Chief People Officer



Chief Product Officer



Chief Marketing Officer



Head of EMEA



Non-Executive Director



VP Sales



Chief Information Officer



VP Sales



Chief Operating Officer



VP Sales



VP Network Development



VP Sales



Chief Technology Officer



VP Product Marketing



VP Partnerships  
& Advisory

dawn.

Head of Talent

vaadin}>

Chief Operating  
Officer

cfc

Independent  
Non-Executive  
Director

Holland&Barrett

Non-Executive  
Director

Outreach

Senior Directors  
Customer  
Success Scale &  
Growth

Head of Growth

BotXO

VP Sales

Huckleberry

Chief  
Technology  
Officer

cleo.

VP Product

M247

Chief  
Technology  
Officer

Outreach

VP Global  
Technical  
Support

Chief  
Technology  
Officer

SAPPHIRE  
VENTURES

VP Business  
Development

Huckleberry

VP Product

Lintbells

IT Director

CMA CGM

Global  
Application  
Security  
Manager

Nylas

Chief Finance  
Officer

Learn more →



Announcing Erevena Growth

We're delighted that we've completed the integration of our sister company, New Peak Partners into Erevena. Founded by Ben Davies in 2016, New Peak Partners was previously 75% owned by Erevena, and now operates as Erevena Growth. Ben will continue to head up Erevena Growth and all the New Peak Partners team have transferred over.

Erevena Growth specialises in hiring first line managers and building their teams across sales, marketing, customer success, engineering, product and professional services functions.

"This integration will further strengthen our delivery capabilities, which have seen us successfully build impactful teams for clients in Europe such as Andjaro, Collibra and Coursera, and hire key strategic positions in North America and Asia for Nylas, Panaseer and Coda Payments," said [Ben Davies](#), Senior Partner, Erevena.

## Recent Searches by Erevena Growth



**Head of Sales  
DACH**



**Chief  
Commercial  
Officer**

**TRANSPOREON**

**Head of  
Alliances and  
Partnerships**



**Strategic  
Account  
Director**

**DataGuard**

**Sales Director  
UK**



**Executive  
Director**



**Chief Revenue  
Officer**

**TRANSPOREON**

**2 Sales Leaders**



**VP of Data  
Science**



**Senior Solution  
Consultant**



**Sales Director  
UAE**



**Head of Product**



**FE Engineer**



**VP Channel**



**Customer  
Success**

**TRANSPOREON**

**3 Sales  
Contributors**



**Sales Director**



**Director of GTM  
Finance**

## The Erevena 'How to' Series

The Erevena 'How to' series draws upon the expertise of different people in our team, to give guidance to early-stage founders and CEOs on a range of key hiring topics.

**Key things US SaaS companies should consider when hiring an**

**Maddy Cross talks talent with Matt Wichrowski of Fly**

## EMEA leader

Over recent years at Erevena we've been privileged to run EMEA leadership searches for the likes of Zendesk, Box, Mulesoft, SuccessFactors, Elastic, Duo Security, WalkMe, Asana and many others. Joe Abbott shares some important lessons about what US companies should consider when hiring someone to lead go-to-market efforts on the opposite side of the Atlantic.

[Read more](#)

## Ventures

Maddy Cross and Matt Wichrowski discuss everything from hiring, compensation, people management, company building and more. If you're a founder or have any future aspirations to be one someday, this article is a must read.

[Read more](#)

## Erevena Interview Series: Tech for Good

We focus on companies who are changing the world through the use of technology for social good.



### Interview with Fotis Fotiadis, Co-founder and CEO of Better Origin

Fotis Fotiadis, Co-founder and CEO of Better Origin, talks to Jack Drury, Principal at Erevena, about the role of insects – and specifically the company's Internet of Insects – in transforming the modern food system from one of high waste and at-risk supply chains into a sustainable, localised alternative.

[Read more](#)



### Interview with Douglas Johnson-Poensgen, Co-founder and CEO of Circulor

Douglas Johnson-Poensgen, CEO and Co-founder of Circulor, talks to Kevin Elderfield, Senior Partner at Erevena, about how supply chain transformation using AI and blockchain has the potential to make a game-changing impact on global greenhouse gas emissions and ethical sourcing.

[Read more](#)

## Erevena Interview Series: Women in Software Sales

Industry statistics show that only 25% of salespeople in the tech industry are women. That number becomes even more brutal when you look at sales management where only 12% of sales leaders are women. Getting the gender balance right is still a challenge, and Erevena is working with our clients to build a diverse talent pool.

### **Interview with Helen Sutton, Senior Vice President EMEA and APAC Sales at Dataminr**

Helen Sutton, Senior Vice President EMEA and APAC Sales at Dataminr is one of the most successful women in enterprise software in the UK today. She talks to Liv Price, Senior Associate at Erevena, about her career in sales, sharing words of advice on how women can progress into leadership roles in what has traditionally been a male dominated area.



[Read more](#)

### **Interview with Christina Kemper, Vice President of EMEA at Recorded Future**

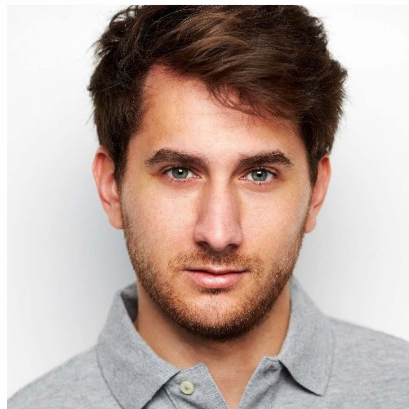
Christina Kemper, Vice President of EMEA at Recorded Future talks to Liv Price, Senior Associate at Erevena, about her career in sales, sharing her views on whether the skills held by women are becoming recognised as more relevant in the fast-growing, once male-dominated field of high-tech sales.



[Read more](#)

## **Erevena Interview Series: The Future of Work**

How will work look in the future? Founders of companies who are driving change discuss how tech is changing the way we work.



### **Interview with Jan Marius Marquardt, Co-founder and CEO of Coyo**

Jan Marius Marquardt, CEO and co-founder of social intranet company Coyo, urges all companies to create an inclusive Digital Home for their employees. He talks to Kevin Elderfield, Senior Partner at Erevena, about the company's journey from start-up to scale-up and says bigger things are yet to come.

[Read more](#)





### **Interview with Ingrid Ødegaard, Co-founder and CPTO of Whereby**

Ingrid Ødegaard, Co-founder and Chief Product and Technology Officer of Whereby, believes the way we work will look radically different in three to five years' time – and the journey has already begun. She talks to James Ryan, Partner at Erevena, about the phenomenal rise of video conferencing and how Whereby has built a European powerhouse that's taking on the US giants.

[Read more](#)

## **Erevena Interview Series: Changing the Face of Health**

This Erevena interview series profiles CEOs, founders and investors who are changing the world through the use of technology in healthcare.

### **Interview with Michel Van Harten, COO at MyTomorrows**

Michel Van Harten, Chief Operating Officer of myTomorrows talks to Hazel Mulhare, Partner at Erevena about how myTomorrows is breaking down barriers with its mission to enable every patient to have earlier and better access to all possible treatment options.

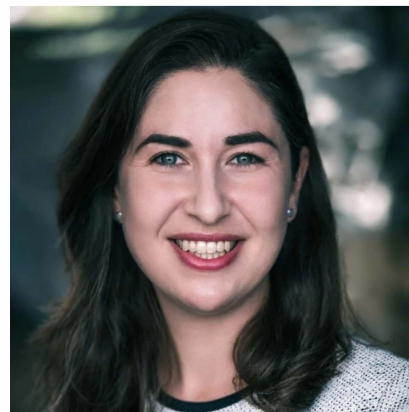
[Read more](#)



### **Interview with Andrea Berchowitz, Co-founder and CEO at Vira Health**

Andrea Berchowitz, Co-founder and CEO at Vira Health talks to Hazel Mulhare, Partner at Erevena about how digital therapeutics are shaking up the help available for menopausal women and bridging the gender health gap.

[Read more](#)



## **Erevena Interview Series: Executive Impact**

The Executive Impact Spotlight series focuses on exceptional individuals who we have placed into stellar organizations and the impact they have had since joining.



### Interview with Nicolas Huss, Non-Executive Director at Entersekt

Nicolas Huss talks to Ben Erskine-Hill, Partner at Erevena, about his role as a Non-Executive Director on the Board at Entersekt – and why it's all about the company, not about the NED.

[Read more](#)



### Company news



### Business Review 2020 - European B2B Product Leadership Roles

[Read more](#)



### We're hiring!

To help us with the increased demand for our search services we're looking for people at all levels. For more information about working for Erevena and the opportunities available please visit our careers page.

[Careers page](#)



### New team members



It's been a busy start to 2021 and we're delighted to welcome on board many new team members to our search teams in London, Stockholm and New York, and seven new Platform team members who have joined us this year. We can't wait to meet you all in person!

## Focus On



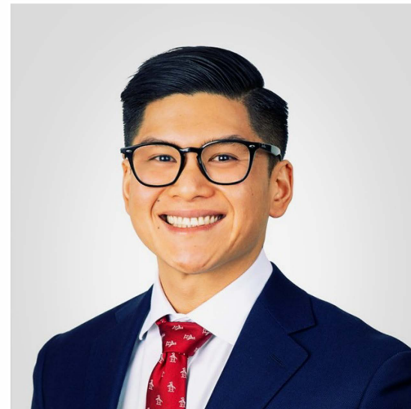
### **Maddy Cross, Partner, London Office**

Maddy joins as a Partner to focus on the B2B software space in response to increasing demand from clients in the UK and across Europe. She previously oversaw the Talent function at Notion Capital in London, a \$500m VC fund focused on B2B software investments at Series A and beyond, including GoCardless, Tradeshift, Paddle, and Unbabel amongst others.

[Read more](#)

### **Eric Liao, Senior Associate, New York Office**

Eric joins from Korn Ferry to support the ongoing growth and expansion of the firm's US presence in New York. He has a track record of partnering with clients ranging from start-ups and early stage to private equity backed, as well as publicly traded with functional expertise around corporate finance and commercial facing engagements in media and technology organizations.



### **Anna Östlundh, Senior Associate, Stockholm Office**

Anna joins the team in Stockholm primarily to focus on venture-backed companies in Northern Europe. Previously, Anna worked with Korn Ferry delivering Board level and Senior Management hires to clients globally, mainly in the industrial sector.



## Katrine Folkersen, Senior Associate, Stockholm Office

Katrine joins the Erevena Northern European team and will be located between Copenhagen and Stockholm. Her primary focus is venture capital backed companies in Northern Europe together with C-level hires for high-growth software companies across Europe. Previously, Katrine worked at Korn Ferry in their European Technology Practice.



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erevena.

### Head Office - London

One Southampton Street  
London,  
WC2R0LR,  
United Kingdom

### San Francisco

166 Geary Street  
8th Floor  
San Francisco  
CA94108, USA

### Stockholm

Västra Trädgårdsgatan 15  
111 53  
Stockholm  
Sweden

### New York

34 N 4th Street  
Brooklyn  
NY 11249  
USA

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