

# 2021 BUSINESS REVIEW

## CFO PRACTICE

## B2B SOFTWARE

erevena



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### THE EREVENA B2B CFO TEAM

**2021 was a year like no other across executive search in tech and hiring finance leaders was no exception.**

In a booming market where candidates have unparalleled optionality our clients have been forced to think creatively around how they approach their search strategies and how to attract the very best talent. The adage that there are more amazing, well-funded companies with great stories in our world than there are qualified people to lead them has never been truer, and it's been a fun problem to solve.

We have been privileged to have partnered with some of the most impactful B2B software companies in Europe and the US in their search for finance leaders; from companies revolutionising the provision of health care, to those solving the most complex data problems with enterprise AI. We are proud of the impact the CFOs we have attracted to these companies have already had.

The clients we have partnered with over the last year are backed by some of the world's most high profile and successful investors, including Accel, Battery Ventures, Sapphire Ventures, Dawn Capital, Lightspeed Ventures, Insight, Iconiq and Tiger Global.

Thank you to all our amazing clients and investors who have entrusted us with some of their most critical Exec appointments and we look forward to doing more great things together through 2022!

Harry Tolfree

For more information on the Erevena B2B CFO Practice please contact me at [harry.tolfree@erevena.com](mailto:harry.tolfree@erevena.com).

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## RECENT PLACEMENTS



### **LAUREN BURNS** CHIEF FINANCIAL OFFICER, BLINK

Blink the employee engagement platform for frontline organisations was introduced to Erevena by one of their Seed investors. Having successfully raised their Series-A led by Partech, the business was entering real growth mode and needed to hire its first CFO to navigate the next fund raise, alongside exponential growth through \$50m ARR and beyond. After an extensive search Blink appointed Lauren Burns from Treatwell. Lauren has gone on to help secure their \$20m Series-B in November.



### **CHRIS BUJAKOWSKI** CHIEF FINANCIAL OFFICER, ACCESSFINTECH

Trading exception management platform AccessFintech was introduced to Erevena by Dawn Capital who led their Series-A and Series-B alongside a handful of leading banks. With the team and customer set distributed across the UK, Israel and US, Erevena executed a search across all three geographies to unearth the best talent with experience of leading similar heavyweight growth journeys in a FinTech. The outstanding candidate was Chris Bujakowski who made the move from core banking platform provider Thought Machine where he served as CFO.



### **NICK TAYLOR** CHIEF FINANCIAL OFFICER, HUMA

Global health tech company Huma enjoyed a bumper year in 2021, securing its \$130m Series-C led by Leaps by Bayer and Hitachi Ventures, off the back of which it needed to hire an experienced CFO to support its Founder Daniel Vahdat and the team through the journey ahead. Huma appointed Nick Taylor from the PE backed Digitalisation Software business Bizagi having previously run the \$100m international division of Blackbaud.

## RECENT PLACEMENTS



### PAUL ARGIRY CHIEF FINANCIAL OFFICER, BIZAGI

Invus backed Business Process Automation software provider Bizagi was undergoing a significant strategic shift in 2021 as it responded to a surge in demand for its low-code process automation platform which included relocating HQ from Europe to the US. The business needed its CFO to be based in New York not just because of the explosion of growth via its US customers but also because of the prospective investors when the business looks forward to a growth round. Paul Argiry was placed having spent the previous five years as CFO of LeadingAgile where he joined after eight years with Red Hat.



### ADAM TOWNS CHIEF FINANCIAL OFFICER, DATAIKU

Dataiku is one of the hottest AI platforms on the planet, with their \$400m Series-E led by Tiger Global taking the total amount of capital raised to over \$700m. The business had a world class finance operation in place but needed some more strategic financial leadership in the form of a CFO which despite its impressive profile and growth numbers it did not yet have. Erevena orchestrated a search across the US but with a focus on New York and managed to secure Adam Towns who after a ten year-career at Mimecast joined SIsense as its CFO before making the move to Dataiku.