



## Recent Completed Searches

BlueTalon	Data-Centric Security	Chief Revenue Officer
YapStone	Electronic Payments	Chief Revenue Officer
Omnigo	Public Safety Software	Chief Revenue Officer
Anaconda	Data Analytics	Chief Revenue Officer
GoodData	Business Intelligence	SVP, Enterprise Sales
Dynamic Yield	SaaS Marketing	GM, NA Sales
Blue Yonder	Predictive Analytics	SVP, Sales EMEA
Enablon	Cloud Risk Management Software	SVP, Sales
Wag	Online Dog Walking	Head, Business Development
Thinx	Online Clothing	VP, Partnerships
MyHealthTeams	Healthcare Social Network	VP, Partnerships
AM Resorts	Luxury Resort Destinations	VP, Sales & Business Development
InVisionApp	Product Design Platform	VP, Sales
Tinyclues	Marketing Campaign Intelligence	VP, Sales
Accertify	Data Management Solutions	VP, Sales
Eigen Technologies	Natural Language Processing	VP, Sales
Honeybee	Customer Relationship Management	VP, Sales
3PL Central	Warehouse Management Software	VP, Sales
Rohde & Schwarz	Crypto Security	VP, Sales
FiveStars	Customer Loyalty	VP, Sales
mBlox	A2P Mobile Messaging	VP, Sales EMEA
Nuvation	Embedded System Design	VP, Sales
Flowserve	Flow Control Products and Services	VP, Strategic Accounts & Project Sales

### Marketing & Product

Mozilla	Mobile/Web/Community	Chief Marketing Officer
Brown Capital Management	Investment Advisor	Chief Marketing Officer
Paint Nite	Painting Social Experience	Chief Marketing Officer
PA Consulting Group	Consulting, Technology & Innovation	Chief Marketing Officer
Enablon	CRM Software	Chief Marketing Officer
Racemi	Cloud Migration	Chief Marketing Officer
Credible	Student Loan Refinancing	Chief Marketing Officer
Verodin	Cybersecurity	Chief Marketing Officer
Unison	Fintech Home Ownership	Chief Marketing Officer
Gobble	Food Online Marketplace	VP, Marketing
Ecovadis	Sustainability Programs	VP, Marketing
Capriza	SaaS Corporate Approvals	VP, Marketing
ScanCafe	Online Photos	VP, Marketing
Breakthrough	Online Counselling	VP, Marketing
Homelight	Online Realtor	VP, Marketing
Performance Horizon Group	SaaS Marketing	VP, Marketing
Mopro	Digital Presence Management Tools	VP, Digital Marketing
Monster Worldwide	Online Employment Solution	Chief Product Officer
Boomerang Commerce	Price Optimization	Chief Product Officer
TravelPerk	Online Travel	Chief Product Officer
rewardStyle	Publishing Monetization Platform	Chief Product Officer
Push Doctor	Online Medical Platform	Chief Product Officer
Accela	Civic Platform	Chief Product Officer
Healthline	Online Health	SVP, Product

Recent Completed Searches

RocketFuel  
Monster Worldwide  
Athenahealth  
Roofstock  
Everlane  
Evident.io  
Dynamic Signal  
Peel Technologies  
Eightfold.AI  
Breakthrough  
Symantec  
Symantec

Programmatic Advertising  
Online Employment Solution  
Claim Management Service  
RE Marketplace  
Online Retail Platform  
Continuous Compliance  
Communication Engagement  
Mobile  
Talent Intelligence  
Online Counselling  
Cybersecurity  
Cybersecurity

SVP, Product  
SVP, Product  
VP, Product & Analytics  
VP, Product  
VP, Product  
VP, Product  
VP, Product  
VP, Product  
VP, Product  
VP, Product  
VP, Product  
VP, Product  
Director, Product Marketing  
Director, Online & eCommerce

**Technology**

Flex  
SoundCloud  
Monster Worldwide  
Unitas Global  
Ubisense  
YourMechanic  
Digital Turbine  
Everlane  
Prosper.com  
Grapeshot  
StarCompliance  
Relayware Limited  
BuildDirect  
Lowcosttravel  
Exterior Media  
Immediate Media  
Door To Door Organics  
GetYourGuide  
LexisNexis  
Intuit  
Healthline Media  
Coupang  
Fitbit  
Slive  
AMEX  
Aviso  
Apex Neuro  
Neurotrack  
Ecrebo  
Funding Circle  
rewardStyle  
FalcolnStor  
Survox  
ZocDoc  
Norwest Venture Partners

Electronics Manufacturing Services  
Audio Platform  
Online Employment Solution  
IT Infrastructure  
Enterprise Location Intelligence  
Online Marketplace  
Mobile Marketing Platform  
Online Retail Platform  
Peer To Peer Lending Marketplace  
Targeting & Analytics  
Compliance Management Software  
Multi-Channel Solutions  
Home Improvement eCommerce  
Online Travel  
Mobile Marketing  
Publishing  
Online Grocer & Delivery Service  
Online Tours  
Content Workflow Solutions  
Financial Software  
Health & Wellness Information  
Mobile eCommerce  
Consumer Devices, IoT  
Biomarkers  
Credit Cards, Rewards & Travel  
Sales Forecasting & Management  
Medical Wearables  
Memory Loss Prevention  
Point of Sale Marketing Platform  
Funding Online Marketplace  
Publishing Monetization Platform  
Storage Virtualization  
Automation Platform  
Doctor Reviews & Ratings  
Venture Capital

SVP-Chief Technology Officer, IoT  
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Chief Technology Officer  
Chief Technology Officer, UK  
SVP, Engineering  
SVP, Technology  
SVP, Search  
EVP, Engineering  
VP, Engineering  
VP, App Experience & Tech Strategy  
VP, Engineering  
VP, Engineering  
VP, Engineering  
VP, Technology  
VP, Engineering  
VP, Engineering  
VP, Engineering  
VP, Engineering  
VP, Engineering  
VP, Engineering  
Head, Data Science

## Recent Completed Searches

Edison Pharmaceuticals  
Peel Technologies  
AtHoc (Blackberry)  
eBay  
Yelp  
Mozilla

Pharmaceuticals  
Consumer Mobile  
Cybersecurity  
Online Marketplace  
Online Reviews  
Mobile/Web/Community

VP, Senior Scientist Data Science  
VP, Engineering  
VP, Engineering  
VP, R&D Structured Data (Science)  
Head, Ads Engineering  
VP, Platform Engineering

### IT/Security/Data Operations

eBay  
EFI (Electronics for Imaging)  
Barracuda Networks  
Serenova  
Accela  
Barrick Gold  
Hearst Corporation  
Holland & Barrett  
HelloSign  
Oracle  
rewardStyle  
Vonage  
Datawire

Online Marketplace  
Digital Imaging  
Security  
CCaaS Contact Center Software  
Civic Software  
Gold Producer  
Diversified Media  
Online Retailer  
Digital Signature  
Cloud Computing  
Publishing Monetization Platform  
Internet Telephony Service Provider  
Microservices Architecture

Chief Information Officer  
Chief Information Officer  
SVP, Infrastructure & Operations (CIO)  
EVP Cloud Operations  
SVP, Cloud Operations  
Chief Information Security Officer  
Chief Information Security Officer  
Chief Information Officer  
Chief Information Security Officer  
Senior Director, Technology Operations  
VP, Technical Operations  
VP, Engineering & IT  
VP Developer Advocacy

### Finance/G&A

Ellie Mae  
Nokia Growth Partners  
Tala  
Apartment List  
Carbon  
Simon  
Totango  
Altimetrik  
GoodData  
K2  
Ciklum  
ThinX  
Azuga  
Vestaron  
Earnest  
Seattle Genetics  
PrimeRevenue  
Xilinx  
Omnicell  
Farsight Security  
YGreene  
Rev.com  
BlueVine  
Dominion Marine Media  
Castlight Health

Financial Services Software  
Venture Capital  
Credit Scoring  
Apartment Rental Marketplace  
3D Printing  
Online Customer Segment  
SaaS Customer Success  
Digital Transformation  
Business Intelligence  
Business Process Automation  
Software Engineering Solutions  
Online Clothing  
Fleet & Vehicle Telematics  
Bio-insecticides  
Financial Services / Data Science  
Antibody Therapies  
Multi-Bank Supply Chain Finance  
FPGA Semiconductor  
Autonomous RX  
Internet Security  
Clean Energy Financing  
Transcription  
Fast Funding  
Online Marketplace  
Consumer Healthcare

VP, Financial Planning & Analysis  
Chief Financial Officer  
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Chief Financial Officer  
VP, Capital Markets  
VP, Controller  
EVP Funding  
VP, Finance  
Senior Director, Supply Chain Finance  
VP, Finance  
Chief Human Resources Officer  
VP, Human Resources  
VP, Human Resources  
VP, Human Resources  
General Counsel

## Recent Completed Searches

### Operations, Services & Support

NetSuite	Cloud ERP
RocketFuel	Programmatic Advertising
Holland & Barrett	Health Retailer
NetSuite	Cloud ERP
CrowdStreet	CRE Marketplace
HelloSign	Digital Signature
SolarWinds	IT/Infrastructure Software
3PL Central	Warehouse/Logistics SaaS
Craftsy	Online Learning, Craft Lessons
Castlight Health	Consumer Healthcare

EVP, Customer Success  
 Chief Customer Officer  
 Chief Customer Officer  
 VP, Professional Services  
 VP, Customer Success  
 VP, Customer Success  
 VP, Global Customer Support  
 VP, Customer Success  
 SVP, Operations  
 VP, Services

### Investment Professionals

Lightspeed Venture Partners	Venture Capital
SAP.IO	Venture Capital
Technology Crossover Ventures	Private Equity
Partech International	Venture Capital
Brown Capital Management	Investment Advisor
Brown Capital Management	Investment Advisor

Partner (Consumer) x2  
 Partner  
 General Partner, Portfolio Operations  
 Principal  
 Portfolio Manager / Analyst, Growth Equity  
 Portfolio Manager / Analyst, International Equity

### Board

bKash	Mobile Banking
Peninsula Open Space Trust	Land Protection
BMI Healthcare	Health Care Systems
Fox Factory	ATV & Off Road Vehicles
Sun Hydraulics	Hydraulics
Blue Yonder	Predictive Analytics
Healthcare at Home	Home Healthcare Services
LevelAccess	Web Accessibility Solutions
UltraSoC	Semiconductor Design Automation
San Francisco Opera	International Opera
Sigma Components	Tier 2 Aerospace Manufacturing
Phase One	Digital Camera Manufacturer
Metrasens	Metal Detection
MIRACL	Authentication & Encryption
Octopus Investments	Tax Efficient VCTs, EIS, IHT Solutions

Board of Directors  
 Board of Directors  
 Board of Directors  
 Board of Directors  
 Board of Directors  
 Board of Directors  
 Board of Directors  
 Board of Directors  
 Board of Directors  
 Board of Directors  
 Board of Directors  
 Board of Directors (3)  
 Chairman  
 Chairman  
 Chairman  
 Chairman  
 Non-Executive Director