



Case Study

First hire in region

Location

Europe, Italy & Spain

Client

MongoDB



The database for giant ideas!

The Challenge and our Mission

Strallen's mission was to support MongoDB in hiring their first Enterprise Account Executives on the ground in South Europe.

The criteria were strict, and the bar was raised very high. The selection would be made according to a number of factors: consistent over-achievement in sales, complex infrastructure software background, high degree of intelligence, drive, character and courage. Highly disciplined, self-managing yet still coachable.

The Process

Strallen took a detailed brief, taking data and insight from multiple stakeholders in the business: VP International Sales, VP South Europe and the Head of Talent Europe.

Then a programme of search for 2-3 weeks. This was primarily direct headhunt, also opening up a rich active and passive candidate network in Italy and Spain.

Result

Strallen succeeded in making both hires happen.

MongoDB remain a client, and Strallen work extensively with the company across many areas of the business, including now presales and consulting engineering.