



“They didn't just help us hire; they became a crucial partner in scaling our product team, ensuring every hire aligned with our culture and long-term vision.”

-- Daniel Shapiro, CPO

6

DAYS UNTIL  
FIRST ROUND  
OF CANDIDATES

32

CANDIDATES  
PRESENTED

12

CANDIDATES  
INTERVIEWED

130

BUSINESS  
DAYS TO  
COMPLETE  
THE SEARCH

## THE SEARCH

Workleap, an Employee Engagement SaaS scaleup, was looking to add a brand new player/coach persona, **Director of Product Management**, to own the roadmap of their Performance Management SaaS platforms. This role would have a strong focus on 0-1 activities.

## THE HIRE

Their chosen hire had 10+ years of Product Management experience with 5+ years in product leadership. Most recently, a Product Director at a B2B global talent networking platform managing a team of 5.

They were responsible for a core HCM platform, which they built from scratch out of an MVP of the organization's employee engagement and performance management product. They also built out the 0-1 strategy/launch, which went on to generate 40% of the company's ARR (\$70M+).