



VC CASE STUDY:

# Insight Partners

**ROLAND CARTER**  
SENIOR VICE PRESIDENT

## COMPANY PROFILE

|                |                         |
|----------------|-------------------------|
| FOUNDED        | 1995                    |
| MARKET         | VENTURE CAPITAL         |
| FUND SIZE      | \$80bn                  |
| PORTFOLIO SIZE | 1,047 INVESTMENTS       |
| WEBSITE        | WWW.INSIGHTPARTNERS.COM |

## BUSINESS RELATIONSHIP

As part of Insight Partner's 'Centre of Excellence', Strive is an approved supplier for GTM hiring across its SaaS portfolio.

There was a need for a confidential VP-level hire within one of the Insight portfolio companies, and a trusted partner was required to conduct the search.

A B2B SaaS vendor needed to conduct a full market map of the RevOps talent pool and identify a leader to head up global RevOps and help them scale towards a \$100m ARR milestone.

There were a number of challenges with this particular search: A confidential hire that had to be executed under NDA, a limited talent pool based on the requirements and experience, strict budget availability and tight timescales.

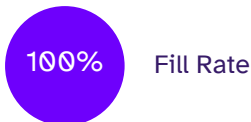
Strive completed the search and the successful candidate was in seat within 8 weeks.

# INSIGHT PARTNERS

## PROJECT OVERVIEW

- Vice President of Global RevOps

## THE OUTCOME:



## TESTIMONIAL

The Strive team really excelled against a tough mandate.

They identified the suitable talent, quickly calibrated and then with precision made targeted approaches, keeping the search confidential and getting the hire made with only 5 introductions.

Very impressive work.

**ROLAND CARTER, SENIOR VICE PRESIDENT**

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