

CASE STUDY

DataRobot

Scale-up success story –
achieving growth across
the EMEA region

Key deliverables

-  New regions launched – with 1st persons on the ground in France & Germany
-  Multiple hires for a multi-disciplined team across EMEA
-  VP DACH
-  Channels Director – EMEA
-  Time to source: 10 days (avg)
-  Time to hire: 4 weeks (avg)



DataRobot

Background

Founded in 2012, over the last 10–years DataRobot has grown significantly to become a market leader in Data Science, Cloud AI and Automated Machine Learning. Back in 2017, the company only had one person on the ground in EMEA (UK) and needed experienced talent acquisition support to build out their EMEA business.

Solution

Supporting and working closely with the then newly appointed VP EMEA, Alto partnered with DataRobot from 2018 – becoming an intrinsic part of the talent acquisition team – using our extensive knowledge of the data and analytics marketplace alongside our experience of the challenges faced by organisations looking for rapid international expansion.

The service provided was based on what is now our Momentum solution – a multi-faceted service offering for fast-growing tech firms looking to develop high quality teams in international markets.

Outcome

Over a period of 3 years, Alto helped the DataRobot business grow to 130+ people strong across EMEA.

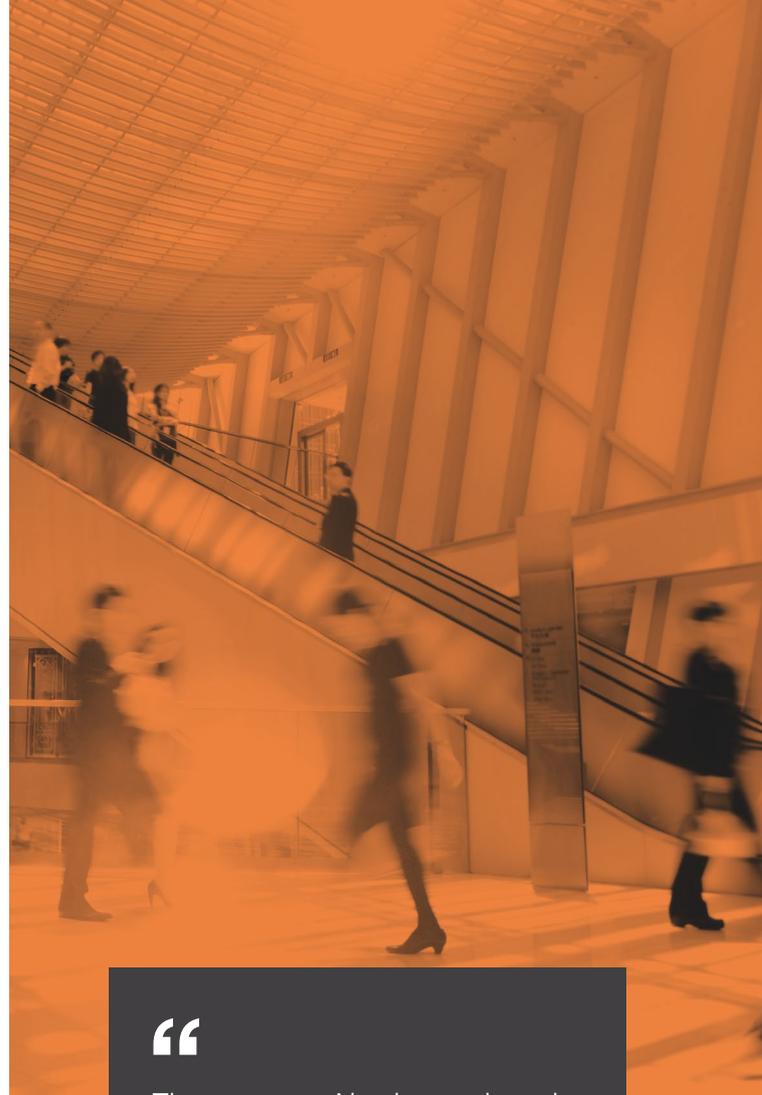
This included a successful DACH market mapping exercise which resulted in the first and second Senior Sales hires in Germany, followed by hiring the VP DACH. We also secured the following top-quality talent:

- ✓ Channels Director - EMEA
- ✓ Customer Facing Data Scientists in the UK, France and Sweden
- ✓ The first Field Engineer / Support on the ground in EMEA
- ✓ Multiple Senior Sales / Account Executive hires in core European regions.

This approach to international expansion resulted in a move away from a UK and Germany centric team to expanding and establishing presence in new regions such as France, Sweden, Benelux and Middle East.

During our tenure, DataRobot achieved some amazing results including:

- ✓ Consistent doubling of EMEA revenue year-on-year.
- ✓ Over 10 multi-million \$ accounts from zero – all with Global 2000 corporates, including HSBC and Manchester City Football Club.
- ✓ The successful launch of their Customer Success Group across EMEA.



“

The team at Alto have deeply ingrained knowledge of the data and analytics marketplace and understand the challenges faced by early and growth stage companies who are looking to scale in new regions.”

Seann Gardiner
Global SVP Business Development
DataRobot

Contact us today to see how we can help you build your team

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