

Case Study: Head of Legal - US for a Rapidly Growing SaaS Company



Client Background



Monday.com is a cloud-based platform that allows users to create their own applications and work management software. They are headquartered in Tel Aviv, with New York as their second biggest hub globally.

The Brief

Monday.com turned to Page Executive to source a Head of Legal – US, which was going to be the software company’s first US-based legal hire. The role would support the company’s growth in the US by working with different departments to ensure compliance on legal matters.

Monday.com worked with Page Executive on a contingent basis, which meant the team was competing with two other executive search firms to place the same role.

Search Methodology



Engagement

Monday.com’s hiring team included their General Counsel and Head of HR (based out of Israel). Page Executive maintained open and transparent communication; one of the recommendations made right at the outset was for the overall recruitment process be streamlined in order to enhance the candidate experience and avoid losing quality talent due to the long lead times.



Sourcing

Page Executive developed a concise and compelling job description which strongly pitched Monday.com’s growth, the big brands they already had as clients, the impact the Head of Legal role would have on scaling up in the US, as well as the attractive and unique benefits program on offer to employees.

Page Executive advertised the job on the website and the team tapped into their Legal network. They also assessed the applications received by Monday.com for this role prior to its recruitment being outsourced.



Assessment

With a robust understanding of Monday.com’s vision and culture, Page Executive connected with candidates having at least 6 – 8 years of legal experience within the technology industry, and the leadership skills to build and manage the company’s US legal team.



Delivery

To reduce the lead time, once a candidate passed the assessment stage, Page Executive immediately set up an interview with the hiring team. Post the interviews, in collaboration with Monday.com, the suitability of each candidate was discussed.

The Results

Page Executive completed the placement within **three weeks** from receiving the initial brief, outpacing the competing executive search firms.

The Head of Legal – US is growing Monday.com’s legal team working exclusively with Page Executive to hire top legal talent.

No. of candidates identified

7

No. of candidates shortlisted

5

No. of weeks to complete the assignment:

3

If you would like to discuss your recruitment needs, please contact:

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