

Hunt Club Helps ShipBob Make their First Critical *Marketing* Hire and Paved the Way for Future Growth

ShipBob is a billion-dollar global logistics platform that fulfills eCommerce orders for the world’s leading direct-to-consumer brands. This tech enabled 3PL offers full visibility into orders, real time inventory levels, advanced analytics, over 27 digital integrations, data reporting, the ability to improve transit times and shipping costs, and a best in class experience for both client and consumer.

About	ShipBob
Industry	eCommerce
Business Model	B2B B2C
Website	shipbob.com
Headquarters	Chicago, IL
Year Founded	2014
Funding	Series E

520k+

Marketing Leaders in
Expert Network Community

207

Experts
Leveraged

67

Referrals
Generated

10

Candidates
Introduced

The Challenge

As a tech-leader in the shipping fulfillment industry, ShipBob was looking for a Head of Marketing to elevate the brand and drive revenue growth. This critical hire would build an entire marketing strategy and the team behind its execution.

Hired a Head of Marketing!

Hunt Club’s Bullseye Candidate

Leveraging over 200+ experts, Hunt Club identified 67 dynamic, experienced Marketing leaders who could thrive working solo until they built the perfect team. From there, 10 candidates were vetted and introduced to ShipBob.

Hunt Club filled this role with an individual who could deliver for ShipBob where they’re at now and where they plan to be in the future. The top candidate was a former marketing leader at Cleversafe and IBM with an impressive background working with Sales to deliver consistent results at scale.



“My experience with Hunt Club has been great in that I really feel they're a true extension of our team.”

Casey Armstrong
Chief Marketing Officer

ShipBob