

# Terminus Leverages The Power of Hunt Club's Expert Network to Find Their Next *Chief Revenue Officer*

Terminus is the most complete account-based marketing (ABM) platform on the market for acquisition, retention, and everything in between. This \$400M company's mission is to make B2B marketers' jobs easier and their revenue higher. Centered around accounts, Terminus' platform gives companies the technology, intelligence, and automation they need to scale their ABM programs and fundamentally alter the way B2B marketing happens.

## About

## terminus

Industry	Marketing & Advertising
Business Model	B2B
Website	terminus.com
Headquarters	Atlanta, Georgia
Year Founded	2014
Funding	Venture

**19k+**

*CROs in Expert Network Community*

**15**

*Experts Leveraged*

**10**

*Referrals Generated*

**5**

*Candidates Introduced*

## The Challenge

With a mission to build the best-in-class ABM platform and community, finding top talent across the company was critical for Terminus. New CEO, Tim Kopp, was looking to find his next revenue leader with extensive experience selling B2B SaaS-based products, scaling sales teams across the country, and driving significant revenue growth for the company.

*Hired a Chief Revenue Officer in 50 days!*

## Hunt Club's Bullseye Candidate

The Talent Strategist team leveraged Hunt Club's platform and Expert network to quickly source and identify over 50 qualified candidates, 15 of whom were fully vetted, and the top five were introduced to Terminus.

Terminus interviewed all of the recommended candidates and hired an exceptional individual with personal experience scaling a business to \$100M+ in revenue. This candidate was referred directly by an executive of a leading SaaS company and an active member of the Hunt Club Expert network.



"Hunt Club helped me land a world-class CRO for Terminus in under 50 days. When it comes to finding top tier SaaS talent, I've partnered with Hunt Club for the last 3 years, and they always exceed the mark."

**Tim Kopp,**  
CEO

**terminus**