

Vitality Partners with Hunt Club to Hire a Customer-Centric *VP of Engineering* to Scale Team to 25+ Engineers

About	Vitality
Industry	Customer Experience
Business Model	B2B SaaS
Website	vitality.io
Headquarters	Brooklyn, NY
Year Founded	2017

As more sales interactions become automated, requiring less face-to-face interaction between customers and businesses, companies around the world are actively looking for low-touch CS platforms. Focusing on the best parts of assisted automation, Vitality transforms how B2B SaaS teams interact with, understand, and uplift their customers.

Vitality is a customer engagement platform for B2B SaaS companies that provides analytics, alerts, automation, and engagement tools to help high-growth companies provide personalized client success at scale. Backed by leading venture firms Andreessen Horowitz, Techstars, and 2048 Ventures, Vitality is set to reimagine how companies center their customer relationships and success.



“We wanted a person we could trust quickly and build a world-class engineering team with. We were looking for someone who could listen, interpret, and come up with an actionable solution. *And we got that.*”

Kathryn Victory
Talent & Culture Manager



The Challenge

After raising \$9M in series A funding, led by Andreessen Horowitz, it was critical for Vitality’s growth to hire an engineering leader with the following qualifications:

- A proven leader in B2B SaaS with experience building, scaling, and empowering Engineering teams of 25+ people in a high-growth start-up environment
- A tenacious, cross-functional people leader with the ability to inspire and guide teams to deliver
- A customer-centric leader who embodies Vitality’s mission to radically improve customer relationships, both internally and externally

Hunt Club’s Bullseye Candidate

Aside from having a top-tier technical background, the winning candidate had ample marketing experience that helped shape his understanding of customer-touch points and communication that directly empowered his work as an engineer.

Additionally, Vitality’s newest executive leader previously led 3 different customer and back-office teams as they scaled from 4 to 70 engineers—ensuring speed and quality of delivery while continuously improving internal processes.

Meet *Vitaly's* New Vice President of Engineering

At Trunk Club, Jean led 3 customer and back-office teams while scaling the engineering team from 4 to 70 engineers—ensuring speed and quality of delivery while continuously improving internal processes.

Previous Experience

Postscript

- Sr. Engineering Manager

Rover

- Sr. Engineering Manager

Nintendo

- Manager, Software Services

Trunk Club (acquired by Nordstrom)

- Engineering Manager



Jean Bahnik
49 Days to Hire

117k+

Engineering Leaders in Expert Network Community

35

Candidates Vetted

15

Candidates Introduced

14

Candidates Interviewed by Vitaly

The Search

For Vitaly, a VP of Engineering was a strategic hire that would drive focus on developing and nourishing their current and future teams. Because startups scale fast, the ability to make decisions swiftly and effectively can be the difference between finding the perfect candidate and passing them up. When it came to sourcing their VP of Engineering, Davidson and Vatterott acted fast. They approached the search knowing exactly which characteristics they were looking for:

“We wanted someone who could keep the team aligned through fostering collaborative work and eliminating silos. Someone who could lead both the people and process within the engineering function.”

Focused on delivering impactful, customer-centric strategies for high-growth companies, Jean’s experience building and scaling large teams made him a bullseye candidate for Vitaly. His time in the marketing field helped shape his understanding of customer touch points and communication that directly empowered his work as an engineer. As a leader, Jean’s focus on cross-functional communication, cultivating culture, and streamlining processes gave him and the companies he worked for the competitive edge needed to skyrocket a variety of growth initiatives.

Talent is your company’s most *competitive edge*

Do you have the right talent partner?

Contact us at partnerships@huntclub.com to unlock access to exclusive talent.

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