



Delivering

Go-to-Market & Commercial Executives

Accelerate beyond traditional value levers and **unlock the organic growth engine that creates significant returns** for your company and investors. Your go-to-market and commercial leaders have the potential to deliver on that value more than any other roles.

Over 1,000 Successful Placements

CRO | CMO | Chief Customer Officer | Chief Growth Officer | Chief Innovation Officer
 | Chief Creative Officer | Commercial Operating Partner | Chief Product Officer |
 Head of Product Strategy | SVP/VP Product Marketing | SVP/VP Sales |
 SVP/VP Marketing | VP Digital | VP Customer Success

Walked A Mile (or Two) In Their Shoes

Our team consists of former CROs, CMOs, Heads of Product, agency execs & other leaders, as well as senior commercial search professionals dedicated to the space. We know what good (and bad) looks like... and what makes for best fit.

Leveraging Our Extensive Network

Our team has built an unmatched database of potential candidates & supporting relationships with agencies, advisory firms, leadership coaches, and influencers -- all resulting in an effective, holistic approach consistently delivering for you.



The JM Search
Difference

Specialization = Incremental Value

Our team has the experience & unique ability to understand your business strategy & growth needs -- and perhaps even help you more clearly define the structure and roles needed to deliver.

Close Pulse On The Market

By staying atop key players and evolving trends specific to the GTM & Commercial ecosystem, we possess keen insights on the skills, toolsets, & mindsets required for success.

Our keen understanding of these roles + our ability to peel back your GTM strategy layers... enables us to uncover the right profiles and match the right candidate as your next leader.

In a rapidly evolving market, leaders must deliver:

Go-to-Market Strategy. Profitable Revenue Streams. Organizational Structure. Brand Architecture. Segmentation & Target Market. Direct vs Indirect Channels. Val Prop. Product/Offering Portfolio. Pricing Strategy. Demand Gen. Sales Funnel Management. Customer Lifecycle Journey. Reflective & Predictive KPIs. And more.

JM Search takes a progressive, unique approach



Recent Commercial Searches



Chief Commercial Officer



Chief Marketing & Growth Officer



Chief Product Officer



Chief Marketing Officer

THE PARENT COMPANY

EVP Premium Brands & Market Expansion



Chief Revenue Officer



Chief Commercial Officer



Vice President Product Marketing



Chief Marketing and Revenue Officer



Vice President Customer Success



Chief Design & Innovation Officer



SVP & General Manager



Chief Revenue Officer



President of Response Marketing



VP Digital Transformation

Let's start the conversation.



Scott Wielar
Partner
804-801-4892
wielar@jmsearch.com



Trista McCarthy
Partner
312-619-3910 x306
mccarthyt@jmsearch.com



Scott Mays
Principal
678-907-0198
mays@jmsearch.com