

StepStone, the EU Leader in Online Job Boards, Announces Jon Wilson as Chief Sales Officer for UK

London, England — November 4, 2019 Renovata & Company is pleased to announce the placement of Jon Wilson as chief sales officer focused on UK for StepStone, the European leader in online job boards, ahead of Indeed.com and LinkedIn. Wilson will lead the company's go-to-market function for the UK business—to drive revenue, profitability and market share.

Today, more than 60,000 companies use StepStone job boards to recruit specialists and executive staff. StepStone was founded in 1996 in Norway, and in 2009 it was acquired by Axel Springer AG, one of the biggest media houses in Europe. By 2014, after the acquisition of Totaljobs, Saongroup and Jobsite, StepStone emerged as the largest player in the European online job boards market—with approximately 3,000 employees in its UK and US offices.

To help StepStone become the dominant player in its chosen UK markets, Wilson will focus on leading the sales organization, B2B marketing and customer service. He will develop and execute a coherent sales strategy to gain market share—enabling StepStone to become the clear No. 1 player in the company's chosen markets in the UK.

"Jon will implement and execute a rigorous, consistent strategy across all sales units to enable StepStone to achieve its goals," says Thomas Jepsen, Renovata & Company partner. "With his strong leadership skills and relentless follow-through, Jon will set and communicate ambitious targets, establish a strong performance culture, and hire the right people."

Wilson has many years of experience building qualified pipelines of sale opportunities, and he has a proven track record in leading and driving large sales organizations in a dynamic B2B environment. He understands various sales channels and is a seasoned sales manager, having overseen large global sales teams with inside and outside reps.

Prior to joining Stepstone, Wilson worked at Groupon, first as managing director, Northern Europe, then as general manager, National Brands & Groupon Live – EMEA. He has also worked in various sales and executive roles for LivingSocial, an online marketplace; and was head of direct marketing for Thomson Local, a local business telephone directory.

About Renovata & Company

Renovata & Company is a global executive search and private equity advisory firm. We are trusted by financial sponsors, their portfolio companies and public corporations to deliver transformational leaders and valuable investment insights. Renovata & Company's executive search activities are focused on the most complex search assignments—board-level mandates which include board directors, CEOs, CFOs and other C-suite executives, as well as investment professionals and Operating Partners—and we provide strategic counsel to clients across the technology, digital, business services, industrial, consumer and retail sectors. Renovata & Company has relationships with over 50 of the top 100 private and growth equity firms globally. Our private equity advisory services include diligence support, backable executive introductions and deal sourcing delivered by our affiliate, L Capital Advisors. We also make equity co-investments alongside our private equity clients through our investment affiliate, L Capital. We are privately held and operate from six offices across two continents: Boston, Hamburg, London, New York, San Francisco and Stockholm. www.renovata.com

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