

UPDATER

SVP SALES

STAGE		Series D
INDUSTRY		Software Development
FUNDING		\$467+M
INVESTORS		Softbank, Second Century Ventures, Fidelity International, Thorney Investment, Commerce Ventures



TIME TO INTRO HIRE
32 days

TIME TO FILL
89 days

COMPANY

Updater is a software designed to simplify the moving experience. The company provides an app that seamlessly streamlined the moving process for both consumer and businesses. Today, Updater is leading the relocation technology market, facilitating more than 25% of annual household moves in the US. [Read more](#)

THE PROBLEM

As the market leader in ReloTech, growth expectation was high for Updater in the coming years. They needed not only an exceptional sales leader, but one that would be able to add rigor and precision to their sales operations.

PLENTY'S SOLUTIONS

Understanding the mission-critical nature of the role, Plenty launched a comprehensive calibration to uncover the unique qualities needed for Updater's SVP Sales. After an exhaustive search, Plenty presented 4 finalists who precisely matched Updater's specific requirements. The Updater team commenced to partner with Plenty on other leadership positions.



Plenty is in another league when it comes to search partners! They have nailed 4 out of 4 leadership roles we've done with them.

Lindsay Dole, SVP People



MATT CHILDS

Softboard Robotics | Homebound

Matt led Enterprise Sales & Transformation at Softbank Robotics, building process, infrastructure and bringing in \$60MM in revenue. While at Homebound, he led a team of 4 SDRs, and 6 sales reps, closing \$100MM in sales.