

WHO WE ARE

SPMB builds executive teams that ensure venture capital and private equity-backed game-changers achieve scale, and positions multi-billion-dollar public companies to unlock innovation.

- Specializing in technology and innovation, we recruit upper management and board members to growth-oriented companies in tech, consumer, and sustainability industries.
- Best of both worlds — we bring the knowledge of a large, global firm and combine it with the personalized service and attention of a boutique.
- Closing hundreds of C-level searches annually, we're maniacally focused on achieving results for our clients.

100%

Percentage of candidate slates that include diversity candidates

300+

Number of executive level searches closed each year

95%

Percentage of searches referred to us by former clients and candidates

#1

Both Forbes & Silicon Valley Business Journal named SPMB the #1 Executive Search firm

Sales

perimeterx

TrustArc

tufin

LEGION

Customer Success

algolia

dremio

blend

branch

Marketing

TRIFACTA

KENNA
Security

observe it

groove



Mike Dempsey

Partner, SPMB Executive Search

With over 15 years of executive recruiting experience, Mike has successfully closed 250+ retained executive searches. He joined the firm in 2005 and has been a key contributor to SPMB's growth from a 15-person search boutique to the leading technology-focused executive search firm on the west coast.

Mike brings extensive experience and expertise to a variety of functional areas but specializes in Sales, Customer Success, and Marketing. Mike has successfully executed searches in a range of industries with a focus on Enterprise/Cloud Infrastructure, Software/SaaS, Security and Data Management. Some of his recent clients include Algolia, Dremio, Blend, Branch, Rancher Labs, PerimeterX, Clever, Opendoor, Redfin and many more.

Mike has a degree in English Literature and Sociology from the University of Colorado Boulder and is an outdoor and live music enthusiast. When he's not working, Mike can be found on his mountain bike on Mt Tamalpais, a pair of skis in Tahoe or taking in a concert at one of the Bay Area's various venues. Mike lives in Marin with his wife Sarah, daughter Grace and son Jack.

Sample Search Experience

Algolia	Chief Customer Officer	Hosted Search Platform
Dremio	VP Customer Success	Cloud Data Lake Engine
Redfin	VP Contractor Operations	Internet-Based Real Estate Broker
Opendoor	VP Sales, Service & Fulfillment	Online Real Estate Marketplace
Blend	VP Customer Success & Growth	Digital Lending Platform
Branch	SVP Customer Success & Support	Deep Linking / Mobile Infrastructure
PerimeterX	Chief Revenue Officer VP Customer Success VP Sales	Network Management Software
Clever	VP Customer Success	Online Education Platform
Iterable	VP Customer Success	Growth Marketing Platform
Remind	VP Customer Success	Teaching Application Platform
ObserveIT	Chief Marketing Officer VP Customer Success	Insider Threat Management Platform
Amperity	VP Customer Success	Intelligent Customer Data Platform
Tufin Technologies	CRO CMO VP Business Development VP Services	Security Policy Management
TrustArc	Executive VP Global Sales Chief Marketing Officer	Privacy Compliance Software
BrightEdge	SVP Customer Success VP People	Performance Marketing Platform
Trifacta	Chief Customer Officer Chief Marketing Officer	Data Wrangling Platform
Kenna Security	CMO CRO CPO (Chief Product Officer)	Predictive Cyber Risk Analytics Platform
Tinypulse	Chief Operating Officer	Employee Engagement Platform
Legion	VP Customer Success VP Sales	Workforce Engagement Platform
Groove	VP Marketing	Sales Engagement Platform
Okera	VP Marketing	Data Governance & Access Software
Cloudknox	VP Marketing	Cloud Infrastructure Security Software

Get in Touch

Mike Dempsey | Partner

mdempsey@spmb.com | O: 415.462.8316 | C: 415.680.4897