



## Executive Search

Building the Founding Leadership  
Team for an NVIDIA Cloud Partner  
in Stealth

# Challenge and Approach

## The Challenge

An NVIDIA Cloud Partner (NCP) preparing to bring a new AI and HPC infrastructure platform to market needed its founding leadership team in place before launch. Operating in stealth, with no team and no public profile, the company had to appoint the executives who would design the platform, set the technical direction and lead the business — all inside a twelve-week window. Key challenges included:

**Stealth Mandate:** Hiring at C-suite level for a company that did not yet exist publicly, with no employer brand to draw on.

**Niche, Senior Talent:** Securing proven leaders with genuine credibility across the NVIDIA ecosystem and the wider AI and HPC infrastructure market.

**Unforgiving Timeline:** Appointing a CEO, CTO and Chief Product Officer within twelve weeks, with no margin for error at founding level.

## Our Approach

WNTD drew on a decade inside the NVIDIA ecosystem to engage senior leaders directly, advising the founders and aligning every appointment to the platform and commercial vision — working alongside the client's own executive support from NVIDIA.

**Ecosystem-Led Search:** Engaged passive, senior candidates through WNTD's NVIDIA, AI and HPC network rather than the open market.

**Sequenced Leadership Build:** Appointed the Chief Product Officer to build the platform, the CTO to own the technical direction and the CEO to lead the business to launch.

**Advisory-Led Engagement:** Advised the founders on leadership sequencing and positioned each role with the credibility founding executives expect.

**Appointed a CEO, CTO  
and Chief Product Officer  
within twelve weeks**

# The Results



## Founding Team Appointed in 10 Weeks:

CEO, CTO and Chief Product Officer secured against a twelve-week deadline — delivered two weeks early.



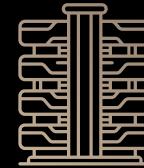
## In Place Before Launch:

All three leaders appointed ahead of the company's public launch, ready to build the platform and the business.



## 100% Passive, Senior Talent:

Every executive sourced from inside the NVIDIA and AI infrastructure ecosystem.



## Platform Anchored from Day One:

The Chief Product Officer appointment gave platform development senior ownership from the outset.

# Client Feedback

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“The WNTD team reached out to me regarding a Head of Product role for a new AI and HPC infrastructure start-up. Blaine brings significant knowledge and experience within the NVIDIA partner ecosystem and the wider AI infrastructure space. This insight is crucial when recruiting the first senior executives for a new venture. Blaine understands how to align technical capability with the broader business vision. I highly recommend Blaine and the WNTD team for their professional approach and strategic understanding of the AI and HPC landscape.”

*Roberta Armillis, Head of Product*

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“Blaine and the WNTD team played a pivotal role at a key inflexion point in my career. Blaine approached me about a CTO role where he was already advising senior stakeholders in his client, alongside their executive support from NVIDIA. Blaine has a sharp understanding of both the recruitment and technical aspects of the market he works with, which gave him great credibility when discussing the role and its prospects. I would thoroughly recommend Blaine for roles or resourcing requirements in the AI and HPC space.”

*Jim Leach, Chief Technology Officer*



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