



Pavilion Pulse Benchmarking Survey July 2022

*Full data available exclusively for
Pavilion Executive Members*



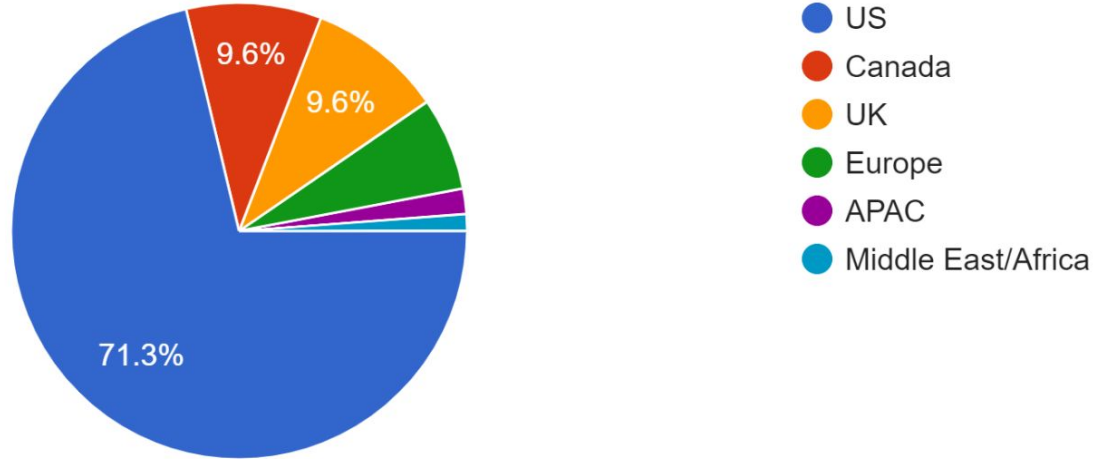
Trends and Insights

Despite an increase in positive performance and sentiment reported by Pavilion Executives, 40% missed June 2022 revenue targets. This coupled with market uncertainty has led to an increase in hiring freezes, layoffs, and reduced spending across our membership.

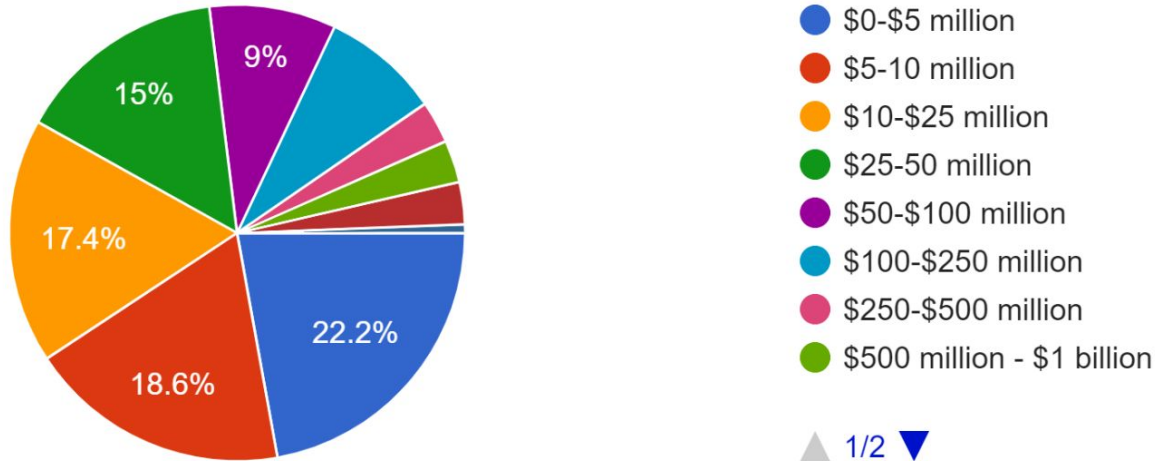
- 58% of executives reported they have paused or stopped hiring vs 43% last month
- 20% of executives reported they have gone through layoffs, up from 12% last month

Demographics

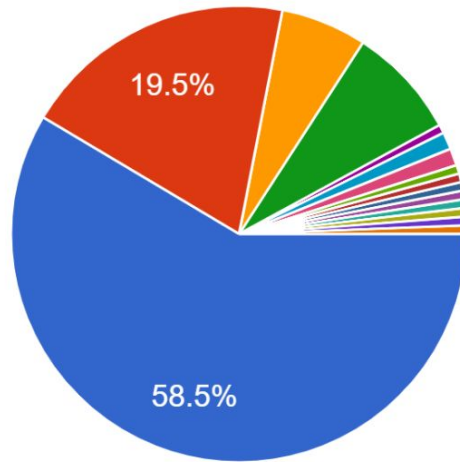
Where are you based? N=167



What is your company's ARR range?



What is your primary function?



- Sales
- Marketing
- Customer Success
- Revenue Operations
- Finance
- Executive
- CEO
- Sales and Marketing

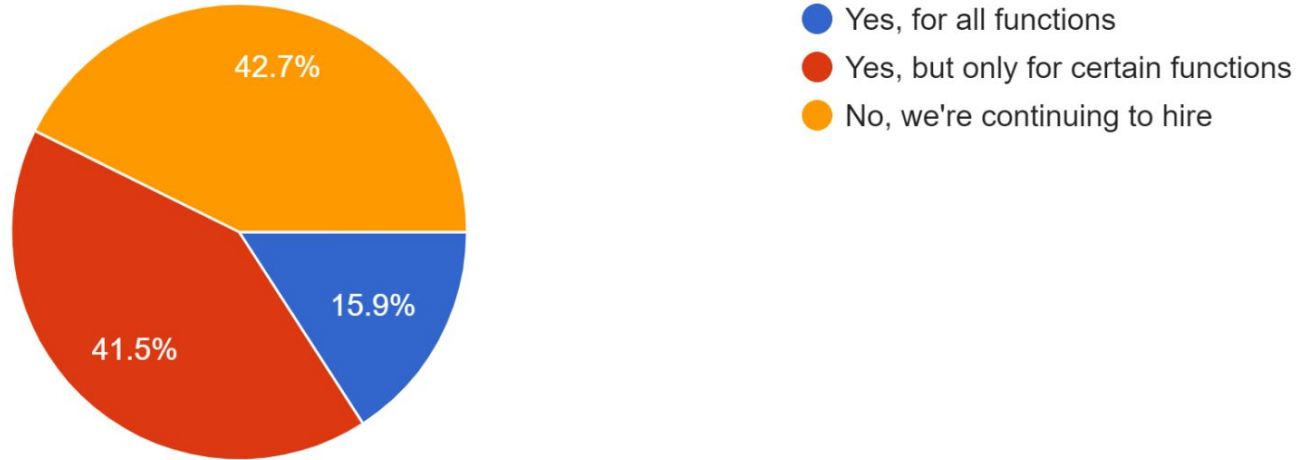
▲ 1/2 ▼

Hiring and Planning Performance

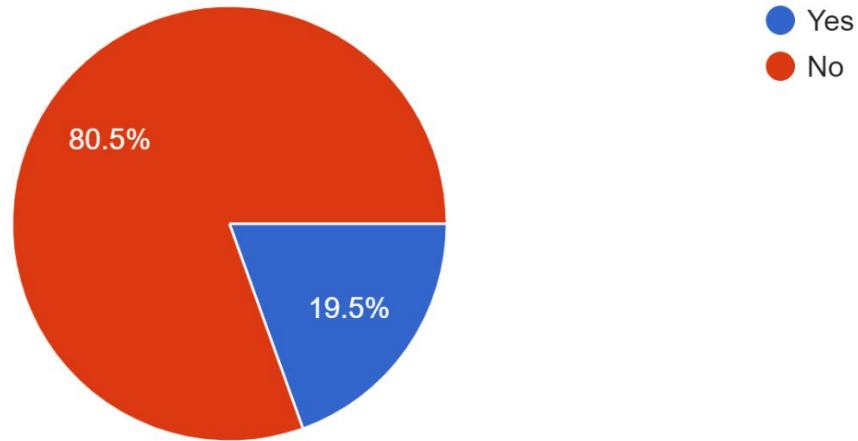
Hiring and Planning Trends

- 58% of executives reported they have paused or stopped hiring, an increase from 43% in May
- 20% of executives reported they have gone through layoffs, an increase from 12% in May

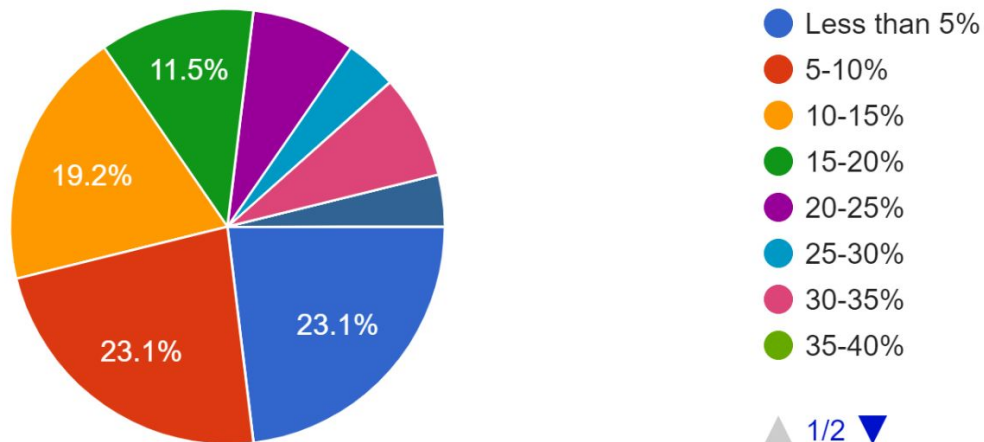
Have you stopped or paused hiring to prepare for uncertain market conditions?



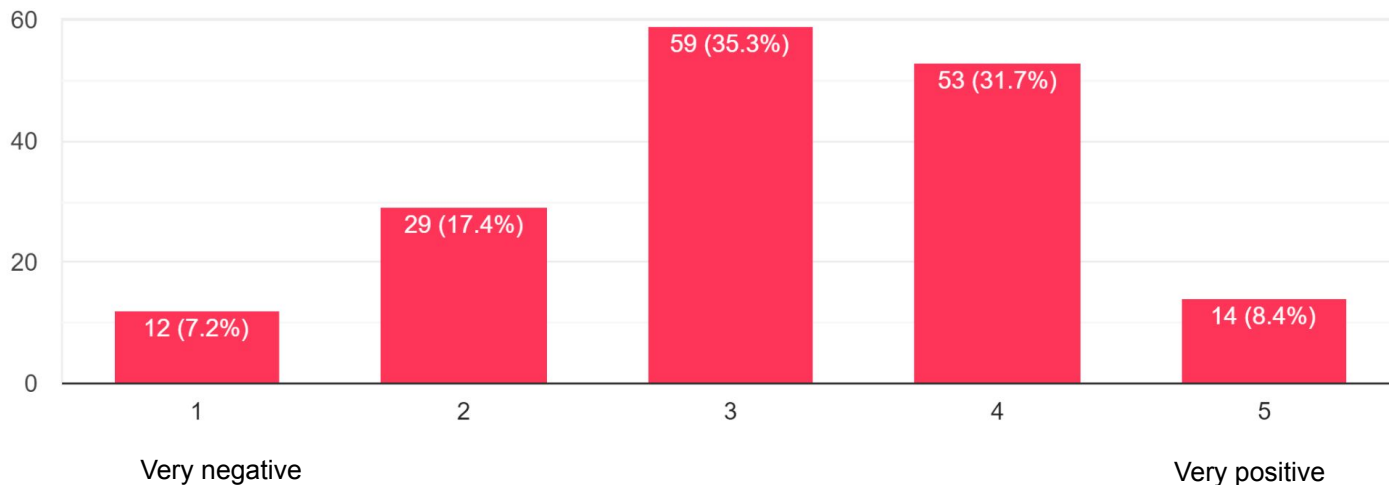
Have you laid off any employees to prepare for uncertain market conditions?



If you've gone through layoffs, what percentage of your employees were laid off?



How are you feeling about your company's performance in June?



Revenue performance and functional data are available exclusively to Pavilion Executive Members. To access all survey insights and raw data, join Pavilion at the link below.



Join the Pavilion
community

[Apply here](#)



Learn more about
Pavilion for Teams

[Get started](#)



Learn more about
CEO Pavilion

[Learn more](#)