PRESS

Announcing our Series B and new CEO

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Sensei Labs November 17, 2026



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From an idea inside Klick to a Series B

Sensei Labs began as an idea inside Klick. We spun out as an independent company with our Series A in 2020, raised our a second close of our Series A in 2024 with the continued backing of our investors, and kept building. Since 2016, Conductor has helped Fortune 500 companies, private equity firms, and their portfolio companies deliver their most critical programs. Today we have the velocity to raise our Series B.

Conductor, rebuilt for the AI era

This round follows the momentum of the next generation of Conductor. We redesigned and rearchitected the platform to make it the first at-scale AI-native platform in its category. We've been documenting the evolution of Conductor in our Changelog series here on our website.

Conductor connects strategic plans to the people, projects, and KPIs that make them real, from planning and prioritization through execution and benefits realization. Harmony, our AI layer, is woven into every part of the platform, surfacing risks and insights where teams work before they turn into problems. A built-in MCP server brings governed Conductor data to Claude, ChatGPT, and Microsoft Copilot, so teams can work with their portfolio from whichever AI tools they already use.

Trusted where execution matters most

Conductor serves private equity value-creation teams, enterprise transformation offices, and integration management offices at Fortune 500 companies, as well as leading investors such as KKR, Cinven, Bain Capital, and Advent International. Across more than 200 enterprise programs, Conductor has governed more than US$50 billion in program value.

Customers across private equity, pension funds, energy, industrial manufacturing, and government have chosen Conductor, and we serve them across North America, Europe, and the Middle East, alongside global consulting partners including Kearney.

Straylight doubles down

Straylight has backed us for years, and leading this round is the clearest signal of their conviction in where Conductor is headed.

> "Brook and I have partnered with Sensei Labs for years and have seen firsthand the strength of the team, the product, and the customer relationships they've built. Conductor has evolved significantly, and we believe the company now has the product, market position, and leadership to accelerate its next phase of growth. We're excited to lead this investment and to partner with John and the team as they scale the business." — Kevin Terrasi, Partner, Straylight Capital

Meet John Harris, our new CEO

John has spent three decades helping technology companies scale, and he has partnered with Straylight before, at Keyfactor and ReadySet Surgical.

- **Descartes Systems Group:** one of the first five members of the senior leadership team when the company had 26 employees. Descartes is now listed on the TSX and Nasdaq, with a market capitalization of about US$7.9 billion.
- **eSentire:** Chief Revenue Officer, then CFO and EVP of Operations, helping build a company later valued at US$1.1 billion.
- **Keyfactor:** joined as Chief Revenue Officer and EVP of Operations in 2018 and helped take the company from early stage through its 2021 exit. Keyfactor now has more than US$200 million in annual recurring revenue and a market value of over US$2 billion.

John has also been an Operating Partner at Generation Capital since 2019.

> "Sensei has built a strong product, a great culture, and a loyal customer base. The team has continued to evolve Conductor, including meaningful advances in AI, and customers are responding well. The opportunity now is to build on that foundation and scale the business more aggressively. I'm excited to work with the team and our growing customer community to help make that happen." — John Harris, incoming CEO, Sensei Labs

A note from our co-founder

Jay Goldman co-founded Sensei Labs and led it as CEO for more than a decade. In that time, we launched Conductor, built a long-standing partnership with Kearney, spun out of Klick, and raised our Series A and A2. Jay will continue to support Sensei in a board role and as Special Advisor to the CEO, and is returning to Klick in a senior leadership role.

> "Building this company with this team has been the privilege of my career. I've always believed in putting the right people in the right roles, and for this next chapter of growth and scale, that's John. With Straylight's continued conviction and Conductor's momentum, Sensei has never been better positioned." — Jay Goldman, Co-founder, Sensei Labs

What's next

We'll use this investment to scale our go-to-market efforts across private equity and the enterprise, expand our partner ecosystem, and continue investing in AI across the platform.

To our customers, partners, and the whole Sensei team: thank you. You got us here, and the best is still ahead.

See the next generation of Conductor in action. Book a demo today!

Frequently asked questions

What did Sensei Labs announce in November 2026?

Sensei Labs, the company behind Conductor, announced its Series B financing, led by Straylight Capital, and the appointment of John Harris as Chief Executive Officer. Co-founder Jay Goldman becomes Special Advisor to the CEO.

Who led Sensei Labs' Series B?

Straylight Capital, an Ann Arbor-based growth equity firm and existing Sensei Labs investor, led the Series B. A group of new investors joined the round, including incoming CEO John Harris.

Who is the CEO of Sensei Labs?

John Harris became CEO of Sensei Labs in November 2026, succeeding co-founder Jay Goldman.

Who is John Harris, CEO of Sensei Labs?

John Harris is a technology executive with three decades of experience scaling companies. He was one of the first five senior leaders at Descartes Systems Group, served as Chief Revenue Officer and later CFO at eSentire, and was Chief Revenue Officer and EVP of Operations at Keyfactor from 2018 through its 2021 exit. He has been an Operating Partner at Generation Capital since 2019.

What is Jay Goldman's role at Sensei Labs now?

Jay Goldman, Sensei Labs' co-founder and CEO for more than a decade, continues to support the company in a board role and as Special Advisor to the CEO. He is returning to Klick in a senior leadership role.

What is Conductor?

Conductor by Sensei Labs is an AI-native strategy execution platform. It connects strategic plans to the people, projects, and KPIs that make them real, from planning and prioritization through execution and benefits realization.

How will Sensei Labs use the Series B funding?

Sensei Labs will use the funding to scale its go-to-market efforts across private equity and enterprise, expand its partner ecosystem, and continue investing in AI across the Conductor platform.

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