

THE PROBLEM

- high turnover at entry-level sales positions
- young talent hard to find
- internal recruitment team having difficulty finding candidates; multiple 3rd party vendors failing to deliver quality sales people

OUR SOLUTION

- targeted recruitment strategy
- role-play interviews
- sales-specific assessments

Our client is an internationally known Fortune 500 company whose continued growth and turnover require a constant pipeline of new talent.

Their greatest sales hiring challenge was finding enough qualified salespeople for entry-level sales positions, a position of great turnover and need on a regular basis.

They came to Salesforce Search looking for a National recruitment partner that could reliably handle a large volume of searches and that also had access to great young sales talent. Their previous strategy had been to use multiple agencies working at once hoping that they could fulfill their volume requirements, but they were very dissatisfied with the results.

SalesForce Search developed a recruitment strategy that specifically targeted young talent.

In less than 12 months, Salesforce Search has become this multi-national organization's #1 recruitment vendor and go-to partner for any openings that their internal recruitment team is struggling with.

Since partnering with this company exclusively for hard-to-fill entry level positions, we have since been engaged to search for intermediate and Sales Management roles as well; we have placed six candidates with our client's company, all of whom remain with the company, and continue to recruit for multiple openings.



Where Great Sales Teams Begin

SalesForce Search is a sales recruiting company which specializes in the recruitment and placement of sales professionals. We work in nearly every industry sector from financial services to pharmaceuticals and believe our Hiring Process can help you find the right sales person for your organization. Sales is the most critical component of every organization and hiring great salespeople is challenging. We help companies save time and money by finding the right sales person quickly and ensuring your organization hits their sales targets.

**To start your search for your next
great sales professional today,**

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