

Our client was a successful Canadian company in the group-buying industry. In order to achieve their growth targets and capture the market necessary to succeed in a highly competitive industry they needed to be constantly hiring talented sales people.

A custom pricing model needed to be created that would allow them to meet their growth objectives while maintaining a cost structure that worked for them.

## THE PROBLEM

- supply our client with enough candidates to meet their hiring goals for growth
- deliver talent at a price that allowed our client to meet their business objectives

## OUR SOLUTION

- we created a unique talent attraction platform to capture the maximum number of candidates in our client's geographical area
- we developed a pricing model that synergized their business growth objectives with their costs of talent acquisition
- we streamlined the interview stages to shorten their hiring process and effectively reduce their time-to-hire

A group-buying company's growth is primarily limited by the size of its sales team. In order to succeed in the marketplace, our client needed to hire as many great sales professionals as possible. We determined that the position they needed to grow the most was a junior sales roles and that our client would have the most success with sales professionals who were just starting their careers.

We created a talent attraction platform that targeted sales professionals who were early in their careers, as well as recent graduates who had sales experience in the past.

After ramping up our platform, we created an interview process that allowed us to present the most qualified candidates to our client for a final interview each week. This created a steady pipeline of excellent candidates for our client, who was able to make new additions to their sales team every week after only one final interview and added a total of 85 highly qualified sales professionals in six months

Our client was able to achieve stable growth throughout the course of our engagement and the flexibility afforded by our pricing structure allowed them to add to their sales team without hindering cash-flow necessary for other business goals.



## 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.

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