

# HIRING MULTIPLE SALES PEOPLE ACROSS NORTH AMERICA

Our client is a globally recognized software company who was searching for multiple senior sales executives across North America.

They had an internal recruitment team as well as used other outside recruitment agencies with little luck. These reps carried a large quota and every day that these roles weren't filled meant they were going to be further and further away from hitting their company's revenue targets.

## THE PROBLEM

- Our client needed to hire senior sales executives quickly to ensure they would hit targets
- Their internal recruitment team and external partners were not successful in finding good people
- There was a huge opportunity cost of not having these sales reps in place

## OUR SOLUTION

- We leveraged our proprietary technology platform to attract potential candidates
- We put potential hires through our rigorous screening process
- We got 80% of the roles placed within 28 days

We have a large network of over 100,000 sales reps and through our proprietary technology platform, Salesforce Capture, we quickly identified both passive and active candidates that met the role's criteria. Our sales specific screening process and assessments quickly short listed candidates in each geographic location for the company to meet.

We assisted with reference checks and coordinated follow up interviews to help the process move forward quickly. We have since done more work with this company and we are their go to recruitment firm for sales.



## 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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