



Why use a recruiting firm for your placement needs?

Our Unique Value

- 👉 We have one exclusive focus: Sales Professionals
Our entire emphasis is on finding you the best sales talent for your business.
- 👉 We are a central resource for our clients
- 👉 We provide our clients with services across the entire cycle of building & maintaining a superior selling business.

- 👉 Recruiting & Placement
- 👉 Testing & Assessment
- 👉 Sales Training
- 👉 Sales Process
- 👉 Sales Motivation

We can save you time & money and reduce your risk

Conservative cross-industry estimates place the number of hours to find & recruit one salesperson, and to bring that salesperson up to a minimum level of performance, as follows:

<u>Hours</u>	<u>Task</u>	
4	Placing the add	- Designing the ad and working with advertisers to
place the ad;		
20	Screening resumes	- Sifting through potentially hundreds or thousands of
resumes;		
16	Initial interview process	- Interviewing to identify the group of final candidates;
4	Reference checks	- Checking references to ensure the candidate's
qualifications;		
2	Background checks	- Checking background information about the
candidate;		
4	Assessments	- Building a quantitative profile of the candidate that
extends		beyond their interview skills;
20	Sales training	- Integrating the candidate into your company's sales
culture &		training them to build relationships with your
		customers.

70 Total Hours