

SALES TALENT ACQUISITION EFFECTIVENESS

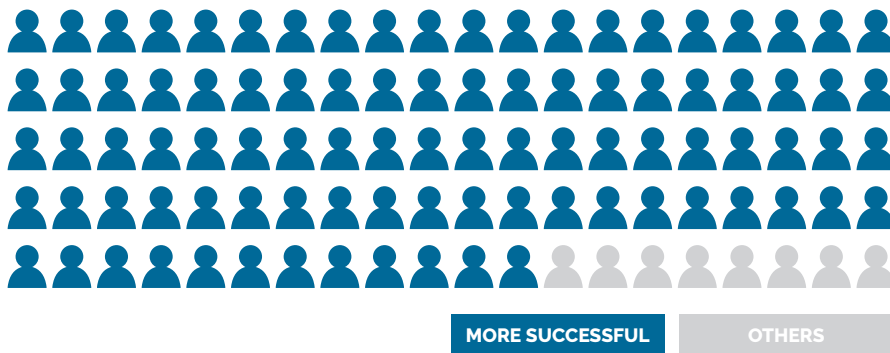
Remove the uncertainty associated with hiring sales talent.

Problems We Solve

- Lengthy cumbersome interviewing processes
- Hiring based on gut instinct (which is only 14% accurate)
- High turnover and retention problems
- Not replacing underperformers because the thought of hiring new sales talent is overwhelming

An Accurate & Predictive Process

92% of **recommended and hired** candidates reached the **top half** of the sales force within 12 months.



75% of candidates that were **not recommended** but hired anyway **failed** within 6 months.



[Data compliments of Objective Management Group.]

Our Process

Help you refine your recruiting efforts



Teach you a repeatable predictive interviewing process



Utilize the #1 rated sales specific assessment to weed out imposters and pretenders



Select the individuals that have a 95% likelihood of success in your role



Onboard them efficiently



Continue hiring to expand your market share

