

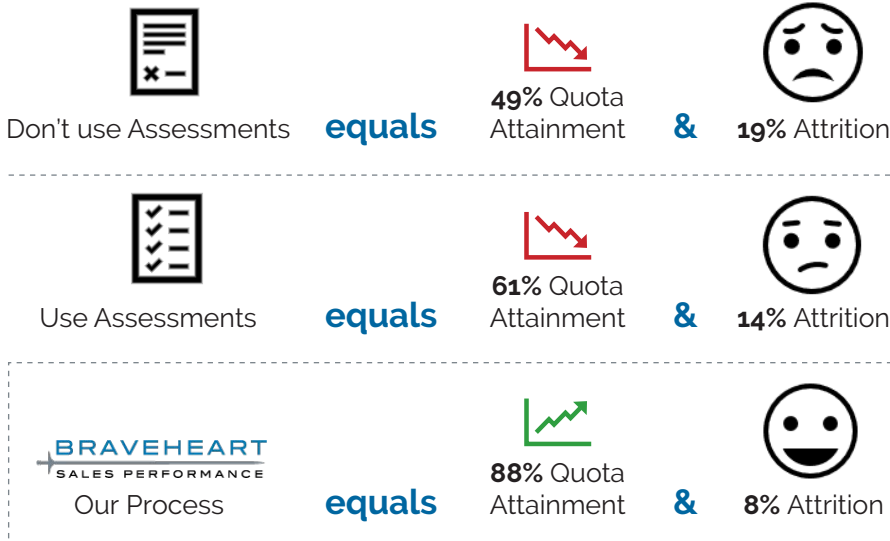
SALES TALENT ACQUISITION EFFECTIVENESS

Remove the uncertainty associated with hiring sales talent.

Problems We Solve

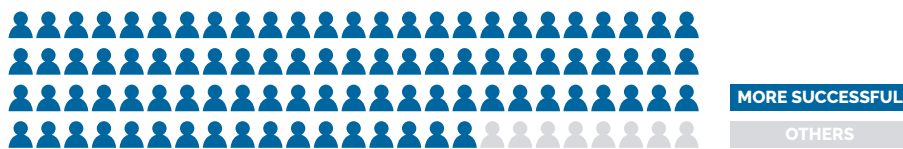
- Lengthy cumbersome interviewing processes
- Hiring based on gut instinct (which is only 14% accurate)
- High turnover and retention problems
- Not replacing underperformers because the thought of hiring new sales talent is overwhelming

An Accurate & Predictive Process



Data provided by CSO Insights 2018 Sales Talent Study and Rexer Analytics validation of OMG assessments, April 2019.

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 provided by Objective Management Group and validated by Rexer Analytics.

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 92% likelihood of success in your role



Onboard them efficiently



Continue hiring to expand your market share

Results

522%

increase in year-over-year sales with 50% fewer people

339%

increase in average monthly MRR per new hire in first month