

# SALES TALENT ACQUISITION EFFECTIVENESS

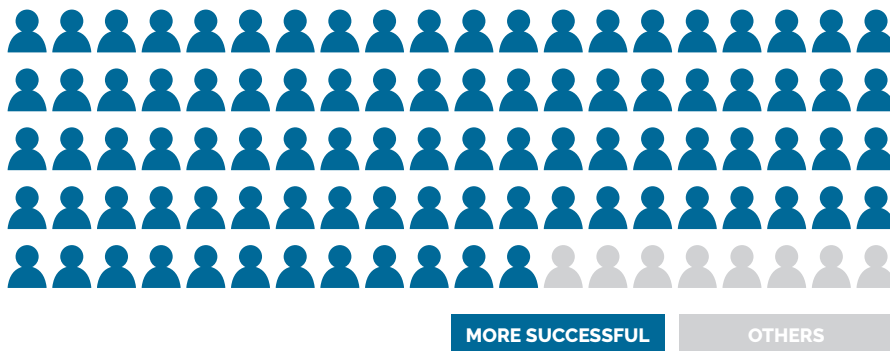
Remove the uncertainty associated with hiring sales talent.

## 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