SEARCH SHINES LIGHT TO FIND SALESPERSON FOR CLOUD BASED IT SERVICES FIRM

THE CLIENT

An East Coast firm of 30 team members focused on cloud-native deployments, microservices, and migrations is growing while maintaining its culture of nimble response to client needs.

THE ROLE

With the ability to work anywhere across the US, our client was in search of an experienced salesperson with an existing network in the Amazon Web Services space.

THE CHALLENGE

The client simply did not have the resources to process the influx of applicants from across the country, never mind conducting the screening interviews and lining candidates up for final stages. Their pay was competitive, requirements were straightforward, and they needed a trusted partner to do the leg work to find a high caliber remote salesperson.

HOW #TWICEASNICE PARTNERED

Given the remote aspect of the role and the number of sales people with cloud sales experience, we leaned heavily on aggressively advertising the role nationally to find top active candidates looking to make a move rather than our more usual cold contacting of a short list of top targets.

#TWICEASNICE RESULTS

Our advertising plan worked well, quickly. The client ended up reviewing a total of seven submittals before making a hire and two of those seven were presented to the client within 48 hours of the intake call.

WE'D LIKE TO PARTNER WITH YOU

We help our clients save money and hire better with our custom-built searches, 9.9% fee, and 18-month guarantee. If you need to find a partner to work on your searches, contact us.

From the Client Manager

The client had the ability to articulate what they needed, move quickly, and present a competitive offer. This search was a matter of finding the best candidate in the market from the sea of interest.

Sam Reilley
Client Manager

Region
Remote

Industry
IT Services / Cloud

Role
Sales

#twiceasnice Savings
$30,000

Placement Guarantee
18-months