

EQUIPMENT FINANCING AND LEASING PROVIDER

LAUNCHED SEARCH FOR A TERRITORY MANAGER IN MINNEAPOLIS

HIRED 2 TERRITORY MANAGERS IN 30 DAYS

The Client

Our client is a national and leading provider of technology equipment financing and leasing programs. They are a leader in franchise-owned business opportunities for mid-market companies.

The Sales Hiring Need

Our client needed to hire 2 Territory Managers in their Minneapolis, MN location. This role would be charged with developing new business opportunities. The ideal candidate needed to have 3+ years business development as well as closing experience. They also needed to have the ability to travel and meet clients face-to-face.

The Sales Hiring Challenge

Before turning to Treeline, Inc. for a sales recruiting solution, this equipment financing and leasing company could not fit the right fit for their growing inside sales team. They had a strong and efficient interview process with a focus on hiring, but could not recruit the level of sales talent required to perform the requirements of the sales job.

The Sales Hiring Solution

When they partnered with Treeline, Inc., they were able to hire 2 Territory Managers under 30 days. They used Treeline's award-winning contingency solution. This high-powered solution is a full-cycle sales recruiting approach where Treeline recruits, qualifies, and helps manage the entire sales hiring process, up until hire.

The first search was more selective, but by the time they were ready to hire their second Territory Manager, Treeline fully understood their sales recruiting need and submitted only 6 candidates before an offer and hire was made. Treeline was fast and effective, helping our client hire the right sales professionals for their inside sales team.

**Want to Find Out More?
Talk to Treeline, Inc. Today!**