

GREEN ENERGY SOLUTION PROVIDER

LAUNCHED BOSTON SEARCH FOR FIRST INSIDE SALES MANAGER

HIRED FIRST CANDIDATE INTRODUCED IN 30 DAY SEARCH

The Client

Our client is a leading provider of green energy solutions that help homeowners improve energy usage while reducing costs. They are an innovator in the solar energy financing industry expanding into new territories and growing rapidly.

The Sales Hiring Need

Our client was in need of recruiting and hiring their first Inside Sales Manager in their Boston office. This Inside Sales Manager would be responsible for scaling the inside sales team. It's a hands-on role and the ideal candidate needed to have 3-5 years inside sales leadership experience selling a premium product.

The Sales Hiring Challenge

Before turning to Treeline, Inc. for a sales recruiting solution, this green energy solution provider did not have the sales recruiting and consultation support they needed to effectively identify and onboard their first Inside Sales Manager. They had a process in place, but since this was their first management hire they needed to make sure this sales leader was the right fit for the company and culture.

The Sales Hiring Solution

When they partnered with Treeline, Inc., they were able to successfully hire their first Boston Inside Sales Manager. 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.

For this selective search, Treeline introduced the right caliber of sales management talent. Treeline submitted only 6 candidates to the role, and the first candidate submitted was offered and accepted the opportunity. Treeline's strategic sales recruiting approach helped our client make the right hire to grow and scale their inside sales team.

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

