

SOFTWARE DEVELOPMENT AND MONITORING TOOL PROVIDER

LAUNCHED BOSTON SEARCH FOR INSIDE SALES ACCOUNT EXECUTIVES

HIRED 13 ACCOUNT EXECUTIVES IN 30 DAY SEARCHES

The Client

Our client is a provider of software development, testing, and performance tools. Their software automates tasks and easily tracks activities. They have been growing quarterly at a rate of over 30%.

The Sales Hiring Need

Our client was in need of rapidly growing their Boston-based office. They needed to hire several Inside Sales Account Executives as they built out a new office location. The ideal candidate needed to have 2+ years b2b sales experience with the ability to directly manage and grow a territory.

The Sales Hiring Challenge

Before turning to Treeline, Inc. for a sales recruiting solution, this software development provider did not have a strong enough pipeline of qualified candidates. They had an effective hiring process and the budget to hire, but needed additional sales recruiting support to help them scale at a rapid pace.

The Sales Hiring Solution

When they partnered with Treeline, Inc., they were able to hire 13 Account Executives in 30 day searches to meet their hiring goals. 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.

Each search averaged 6 sales candidate submissions to hire, ultimately reducing the time and cost to hire. 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!**