

CASE STUDY

HOW WE PLACED,
UNEXPECTEDLY,
TWO SALES EXECUTIVES IN 6 WEEKS

CLIENT

Catering Equipment

SPECIALISATION

Commercial Catering Equipment

SUMMARY

Delivered outstanding recruitment results, placing two exceptional Sales Executives swiftly and effectively.



KEY STATISTICS

HUMAN RESOURCES

- 1 BUSINESS DEVELOPMENT MANAGER
- 1 SENIOR RECRUITERS
- 1 TALENT ACQUISITION MANAGERS

TOTAL HOURS

165

TIMEFRAME

6 WEEKS

CLIENT

Our client specializes in hospitality and catering equipment solutions.

Experiencing substantial business growth, they urgently needed a skilled inside salesperson to sustain their market expansion momentum across the North East of England. In addition, they had plans to hire an additional field salesperson during the next 6-12 months depending on sales growth.

REQUIRED ROLE

1 Field Sales Executive, North East England.

Initially 1 role was opened.

RECRUITMENT PROCESS

Our mandate was to rapidly secure a highly skilled internal salesperson amidst regional candidate scarcity. We rapidly compiled a specialized candidate pool within the hospitality/food commercial equipment sectors.

Our recruitment team then executed an efficient, targeted candidate engagement process, pitching our client's clear value proposition. We then created a shortlist, ensuring each candidate's quality and alignment with our client's needs.

We presented four outstanding candidates promptly. Our impressed client quickly selected two candidates, one internal salesperson and one field sales executive, exceeding their initial hiring plan but taking advantage of the top sales talent presented.

RESULTS

Sales Executives



- **Cold Screening of Candidate Profiles
- Candidates Presented
- Agency Side Interviews Conducted
- Client-side Interviews Conducted

*** Cold Screening represents the initial group of candidates identified as having a potential fit to the search parameters. These candidates were then contacted and those interested in the opportunity were further screened prior to scheduling Agency Side interviews.*

CONCLUSION

Our client expressed great satisfaction with the calibre of our candidates and the rapid recruitment turnaround. Hiring two exceptional candidates affirmed their confidence in our selection process, leading to a trusted, ongoing partnership.