

BETTS RECRUITING CASE STUDY

SALES SEARCH



Agility Recovery is the leading provider of disaster recovery and business continuity solution across the US and Canada. After re-vamping their Westminster, Colorado office, Agility Recovery needed to quickly hire strong sales team members to train and strengthen their existing sales team.

THE NEED

Mature Sales Team to help build out newly restructured Sales Organization and work with existing sales team members. Looking for talented sales professionals with one to three years of closing experience and a consultative approach in regards to selling.

THE CHALLENGE

Before Betts, Agility's hiring practices lacked some of the more advanced elements provided by Betts Recruiting

- Required a larger candidate pool and dedicated resource to help vet and qualify talent
- Looking to hire quality team members in a new market quickly
- Needed to scale an Account Executive and Sales Development Representatives team simultaneously

THE SOLUTION

After Partnering with Betts Recruiting

- Developed efficient interview process to locate and hire new talent quickly
- Hired Sales Development Representatives, Account Executives and Outside Account Executives
- Achieved an average time-to-hire of 2 weeks

WITH BETTS RECRUITING, AGILITY RECOVERY HIRED 9 NEW SALES PEOPLE WITH AN AVERAGE TIME-TO-HIRE OF 2 WEEKS



"Betts Recruiting has been extremely responsive to our needs here at Agility Recovery and provided excellent candidates for both the Sales Development Rep and Account Executive positions."

- Jim Croft, Director of Sales at Agility Recovery