

BETTS RECRUITING CASE STUDY

STRATEGIC SEARCH



Kespry Inc. designs, develops, and manufactures drones that fly autonomously, collect aerial data, and upload aerial data into their cloud intelligence platform. After their most recent round of funding and the launch of their newest product, Kespry is expanding rapidly. The company needed to hire their first Sales Operations Manager quickly.

THE NEED

Sales Operations Manager with startup and CRM experience, technical accumen, and high intelligence looking to build out the Sales Operations department.

THE CHALLENGE

Before Betts, Kespry did not have a recruiting process

- Lacked means to source qualified candidates from a broader pool
- Not having a processes in place to vet out candidates wasted time and resources
- Looking to hire their first member of a new department

THE SOLUTION

After Partnering with Betts Recruiting

- Substantially cut down interview time by bringing in qualified and vetted candidates
- Reviewed only six potential candidates, ultimately interviewing only three prospects
- Found their first sales operation hire in only one month

WITH BETTS RECRUITING, KESPRY FOUND THEIR 1ST SALES OPERATIONS HIRE IN JUST ONE MONTH



"Betts did a terrific job in helping us to fill this position. Our point of contact perfectly understood our need and sourced a few very strong candidates in no time. We are all very pleased with how this turned out!"

- Grant Lee, Director of Business Development at Kespry Inc.

