

# 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*