

## CASE STUDY

# Commercial Cleaning Company Finds 2 New Sales Reps to Accelerate Growth

## TOO MANY HATS

The owner of a successful commercial cleaning business was trying to do it all. He had a company to run, employees to manage, and sales reps to recruit. **With his time so scattered, he couldn't stay on top of applications for open positions, letting qualified people slip through the cracks.** And with such a demanding, fast-paced arena as sales, vetting candidates was an entirely different monster.

## A GO-GETTING APPROACH

Talent Solutions went to work right away with attention-grabbing ads spread across channels like LinkedIn and Indeed. **But we didn't just target active job seekers—we reached out to passive candidates open to new opportunities too.** This proactive tactic kept the pipeline of applicants consistent and diverse, giving the client plenty of options to make an informed hiring decision.

## QUALIFIED HIRES IN A MATTER OF WEEKS

We found 75 candidates who looked promising based on the client's needs and company culture. After a series of phone screenings and interviews, two full-time sales reps were hired. **With new talent to draw from, this commercial cleaning business can stop worrying about recruitment and start focusing on lead generation, sales strategy, and long-term growth.**

## RECRUITMENT FOR THE MODERN WORLD

When you need to add a quality hire to your team, Talent Solutions has the whole process covered. Our candidate searches are thorough, proactive, and tailored to your company's needs. No matter the position or the industry, our recruiters can match you with the right talent.

## THE RECRUITMENT PROCESS

- **75** Candidates Found
- **49** Phone Screenings
- **16** Candidates Submitted
- **8** Interviews Booked
- **2** Sales Reps Hired

**Don't settle for the first applicant that comes along.**  
Tap into a network of qualified candidates with Talent Solutions.



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