



CASE STUDY:

Portland Security Company Gains 2 Sales Reps Even Among Tough Competition

Specialized Security Expertise

A Portland security company needed new sales reps quickly. **They'd just landed a contract with a huge client—a great win, but it would require 40 more staff members in total.** The timeframe for hiring was too tight for the resources they had. Plus, all sales reps would need familiarity with law enforcement and physical security to pitch effectively. Even with this challenging combo of quick turnaround and specialized experience, Talent Solutions was up for the task.

Proactive Security Takes Proactive Recruitment

We posted detailed job listings across the internet, then reached out to any and all candidates who fit this client's unique requirements—even if those candidates weren't currently looking for a job. This was a tough search for us, as competing security companies were scooping up new hires left and right. **But we were undeterred, working with our client to revamp their pay scale, compensation package, and list of requirements to attract candidates.**

10 Days, 2 New Hires

Our team found 26 potential candidates, of which 20 were passive. Those 20 didn't fill out an application, but we reached out and encouraged them to interview — an above-and-beyond approach many recruiters wouldn't make time to do. **After a thorough screening process, the security company hired two new sales reps in just 10 days!** Now they have the sales prowess to keep growing — and they did it within an insanely short timeline.

New Opportunities, New Staffing Challenges

It's always a victory when new business comes your way. But that might also create new staffing gaps that need to be filled with the right expertise to keep up. Talent Solutions can help. We'll recruit candidates that meet your needs and allow your team to face new demands with confidence.

THE NUMBERS THAT LED TO OUR SUCCESS

26 Candidates Identified

15 Interviews Conducted

10 Candidates Chosen

2 New Sales Reps Hired

Prepare your business for growth with the right team placed at the right time.

Call Talent Solutions to start recruiting!



St. Louis, MO | 314-266-5809

AbstraktTalentSolutions.com