

SALES TEAM OPTIMIZATION

Revenue growth from data driven hiring.

Sales Team Review - ZRG provides an expert perspective and benchmarking of your current sales team's DNA and hiring process. We identify required skills and abilities and benchmark outcomes against best practices.

Result: Accurate hiring scorecards



Custom Skills Assessment

Talent Identification Tools - We install evaluation tools to accurately evaluate and interview talent, eliminating hiring bias. We test and interview against the scorecards to make data focused hiring decisions.

Result: Sales hiring machine



Hiring Analytics Dashboard



Sales Team Performance Benchmarking

Sales Team Sourcing & Recruitment - ZRG has Recruitment Process Outsourcing for sales hiring solutions. This includes executive search, professional search, and project work to help clients build their own internal hiring process.

Result: Consistent sales talent pipeline

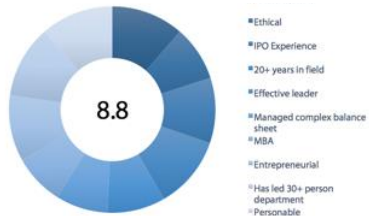
The ZRG Difference

- Data driven decisions
- Performance oriented
- Systematic hiring systems

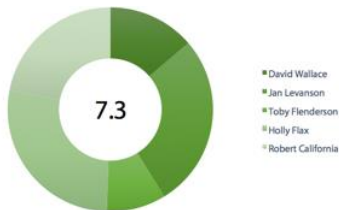
SALES ALGORITHM = SALGORITHM

A proprietary software that uses an algorithm.

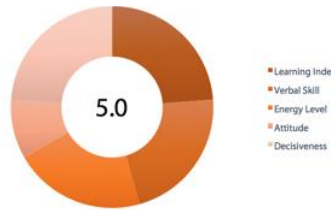
Skills and Attributes – M. Scott



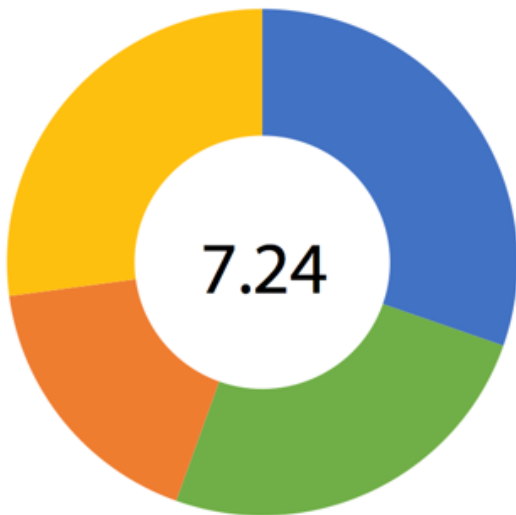
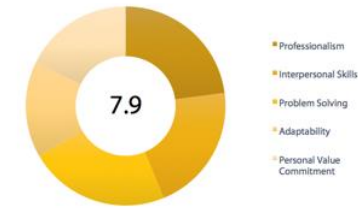
Interview – M. Scott



Assessment – M. Scott



Referencing – M. Scott



Skills and Attribute
Interview
Assessment
Referencing



William Johnson – Candidate Details



Salgorithm provides for a custom algorithm to drive how you hire sales talent. Imagine, a formula for success, grounded in data to improve your sales hiring.

Salgorithm derives inputs from multiple data sources that we arrange with you around interviewing, assessment, skills, references and social media inputs and the results, are simply Magical! Using our proprietary process management platform, we hard code how to do it and provide the insights in how to make the best decisions.

Simple said, it is a Sales Hiring Algorithm.

This results in a state of the art sales hiring machine to source, interview, and assess.