



## Client Success Story: How ProActivate Helped a Global IT Company Staff a Brand-New Sales Division in Less Than Five Months



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## A stellar team with market specific skills.

A globally recognized IT service provider and software license management company wanted to expand their already extensive service offerings, opening a brand-new office in the heart of downtown Dallas, Texas.

### Challenges

A leading IT company with an impressive track record of international awards and over \$2.3 billion in global revenues, wanted to add a new location.

### Executive Summary

*ProActivate uses recruitment and testing methodologies that go beyond surface attributes to locate sales reps that will not only succeed, but continue to thrive over time. If you need highly qualified sales rock stars, call 214-720-9922 today.*



After settling on Dallas, they turned to ProActivate to recruit highly qualified IT sales reps capable of providing the exceptional sales and service their high-profile customers are accustomed to receiving.

Not only did they need top shelf sales talent, they wanted sales reps with a deep understanding of the IT market. Sale reps had to be comfortable with sophisticated software suites, scalable storage infrastructures, data assessment and migration, and other streamlined digital portfolio management tools for domestic and international clients.

## How ProActivate Helped

ProActivate used next-generation behavioral modeling, tactical analytics, and mindset evaluations, combined with other advanced methodologies, to secure sales professionals with the skills and knowledge to satisfy complex customer needs.

## Results

ProActivate was able to successfully fill mission critical inside and outside sales rep positions in less than five months. When the office was ready, the team was too.

## How Tactical Hiring Insights Built a Fully Mobilized Team from Day One

By placing only vetted candidates with superior sales and targeted IT industry knowledge, ProActivate helped the client

build a seamless team that could hit the ground running.

ProActivate carefully placed only the best of the best in the newly formed IT sales department. The selection process itself was daunting. Sales reps candidates not only had to have a proven track record of sales success within the IT industry, they had to perform well during interviews, focused mindset testing, and other rigorous behavioral and skillset simulations. All of which provided predictive metrics for future sales performance capabilities.

## The Result

The new sales reps are, as expected, performing well and hitting key metrics. This has enabled the client to add yet one more achievement to an already impressive record.

The IT giant is on track to continue to deliver ground-breaking productivity optimization solutions for global business markets; and ProActivate is proud to partner with them, providing top-shelf sales talent to for forward thinking companies on the grow.

***"People who succeed have momentum. The more they succeed, the more they want to succeed, and the more they find a way to succeed. Similarly, when someone is failing, the tendency is to get on a downward spiral that can even become a self-fulfilling prophecy."***

***-- Tony Robbins***

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