

INDUSTRY

Online Shipping Solutions

NEED

Our client came to us needing help finding Field Sales Representatives for multiple locations across US. They were having difficulty identifying the right talent as they needed candidates with a Software-as-a-Service (SaaS) background.

SOLUTION

Our team initially made an effort to gain a full understanding of what the client was looking for in a candidate. And after reading their job description, we sent over a few resumes that fit their desired profile. Deeper conversations ensued that helped uncover the true needs of the client for the role. As a result, we created screening questions that helped the client better understand each candidate's experience in a way that may not have been apparent on by looking at a resume alone.

RESULT

Akraya's recruiting approach enabled the client to fill all of the Field Sales Representative positions within a single quarter. Akraya conducted all of the sourcing, screening, and placement of employees across the US.