

SALES ACCELERATION GROUP



Sales Acceleration Group specializes in helping companies Grow, Build, and Scale their Sales and Customer Success teams. Our team specializes in working with SaaS, software, and technology companies to aid them in hiring “A” players for SDR, AE, and Customer Success roles. This is where we cut our teeth and have been able to move the needle quickly. We understand the unique benefits and challenges of working for an early-stage company and how critical it is to hire the right talent at this stage in the company’s lifecycle.

Our firm spends time with each client to understand your hiring needs and then crafts a custom hiring plan to include the following components:

- **Create a Hiring Process, Interview, and Hire a Sales Candidate**
 - Draft a compelling and authentic job description
 - Help determine where to post the job description
 - Review all resumes that come in
 - Interview qualified candidates.
 - phone screen
 - F2F Behavioral-based interview
 - Testing
 - Follow-up interview
 - Recommend a candidate for hire.
 - Put the offer letter together and manage any negotiation

- **Onboard the new employee- first 2 weeks of employment:**
 - Create a daily training plan for the first 2 weeks of onboarding
 - Train on all software systems
 - Provide Sales Process and Strategy training
 - Help create an outbound prospecting strategy to grow pipeline quickly
 - Set appointment/pipeline/renewal/upsell growth expectations by month



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- o Help to draft a plan to reach 30, 60, 90 expectations

Sales Acceleration Group is committed to making sure that you find the right candidate that will be a cultural add and create a lasting impact on the organization at this critical stage.

