

your executive recruiter promised you a hero



did they really
save the day,
or go from
hero to zero?

let real sales leaders find your next sales hire

We're Here to Save the Day...

A Different Approach to Executive Sales Recruiting

We're not superheroes, but we have been known to save the day for many of our clients in search of strong sales professionals. At Actus Sales Intelligence, you could say, **we are changing the way people look at executive sales recruiting**. After all, we're not your average recruiters. **We are sales leaders who truly understand the challenges of hiring, training and motivating a team of sales professionals**. Therefore, we know what it takes to find the right fit for your firm. Through our powerful program for vetting and qualifying your next hire, we address many of the challenges traditional recruiting practices face, providing you a better way of finding your next sales or business development hire.

It may appear we're able to leap tall buildings in a single bound, but we're really just helping you hire the way that we do our own hiring. In fact, we added executive sales recruiting as a service due to our own frustrations and those of our clients who we watched struggle to find the right candidates. We knew we could create a better process, and we have.



- Fixed Fee Placements (Fair pricing)
- Deeper Vetting of Candidates
- Sales Leaders Recruiting Sales Professionals
- We Focus on Understanding Your Business
- Customized Solutions to Meet Client Needs
- We Guarantee Your Satisfaction
- Permission-based Background Checks
- Sales Team Development and Coaching Available
- Industry Specialization—Marketing Research and Technology
- Sales Assessments and Other Tools Available

"The best recruiters I have ever worked with."

"For the record, the recruiter I worked with couldn't hold a candle to you. I will refer you as often as possible."

"You found the perfect candidate!"

"We almost gave up on our search for a VP of Sales, but you saved the day!"



Why Actus Sales Intelligence™ Makes Hiring Sales Staff Easier

Typical Challenge With Recruiting	Actus Approach
It's too expensive.	→ We provide fixed rate placements to our clients. We can do this because we offer other services, which may also be of need. This provides us pricing flexibility most recruiters do not have.
They don't understand my needs.	→ We are not typical recruiters. We are sales leaders and professionals helping to find the right candidates for your sales positions. Our background helps us vet and screen in ways most recruiters are unable.
They don't understand my business.	→ We offer sales and strategic consulting services, so we're accustomed to getting to know client's businesses and their true needs. We apply this same approach to our executive recruiting.
Interviewing is challenging.	→ Our process is designed to help ensure we're bringing highly qualified and reliable candidates. We don't just find "good resumes" and pass them on. We interview and vet our candidates thoroughly to understand their needs and also their abilities.
Is their resume accurate?	→ We rely on a multi-point checklist to qualify candidates. The resume is only one piece. Beyond verifying their credentials, we closely look at self-reported performance numbers to verify they are realistic and look for any discrepancies.
How do we know they can perform?	→ We take candidates through a series of "mock" sales scenarios to see how they perform. We want to give you confidence that you're not just hiring individuals who "interview well", but those who can actually perform at the level they claim.
Will they fit into our organization?	→ We strive to understand your culture and needs and hope to provide a perfect fit. In addition, we offer a structured assessment tool, which will provide feedback on personality, aptitude and other such parameters, to ensure a solid fit.
I want to know more about them.	→ We also offer permission-based background checks, which can be leveraged to ensure you're hiring candidates who are reliable and trustworthy. The cost of not knowing can be great, so we help you hire smarter.



Actus Sales Intelligence is proud to offer a better way to identify, recruit, and hire your next sales professional. We recognized the constant frustrations and disappointments our clients faced when adding new business development and sales staff. We created our approach to address those concerns, using our own strict hiring standards, as sales leaders. We specialize in finding the perfect fit, not just the perfect resume!

