

# ExperiencePoint®

“The search process was super easy, clear and communication was always timely. The team really listened to what we are looking for and the nuances that we needed out of this hire.”

-- Christa Yoshimoto, VP of Sales

10

DAYS UNTIL  
FIRST ROUND  
OF CANDIDATES

12

CANDIDATES  
PRESENTED

8

CANDIDATES  
INTERVIEWED

50

BUSINESS  
DAYS TO  
COMPLETE  
THE SEARCH

## THE SEARCH

ExperiencePoint, a product innovation training partner, was looking to expand their virtual innovation platform across the Pharmaceutical and Healthcare vertical in the Northeast US. This required them to find a **Senior Software Sales professional** to expand their existing accounts in this vertical and drive new business.

## THE HIRE

The chosen hire had over seven years of experience selling SaaS with a strong record of exceeding \$1M+ quotas YoY and closing mid-market/enterprise size deals. Previously, a Senior Sales Rep at a SaaS scheduling platform (designed for the Healthcare and Pharma industry), they sold into some of the largest Pharmaceutical accounts across Canada and the US.

Within three months of joining, they were able to close net-new business and build a 6 figure pipeline.