

Building a Successful Sales Team

“I’ve worked with a number of agencies over the years and, except for Renaissance, had always been disappointed.”

In 2005, a Portland, Oregon-based company sought out Renaissance Personnel Group to help locate a sales manager to run its Phoenix operation. The company’s president flew out to meet with several candidates pre-selected through Renaissance. After completing the first full day of interviews, the president just wasn’t feeling the “magic” from any of the people he’d met. The Renaissance team met with him immediately following the interviews to review the highlights of the day and to zero in on the missing elements he needed to find the right person for the job.

During that meeting, one of the Renaissance team members had an “A-HA” moment. She remembered a candidate she had interviewed several years previously who’d fit the position requirements and had that special something to connect with the company’s clients. The president met with the candidate the next morning before his scheduled departure. He immediately “felt the magic” and made, as he still calls it, “the best hire we’ve ever made.”

The president was so pleased with Renaissance that he continues to call on them for his hiring needs for sales managers. Over the last three years, Renaissance has successfully helped our client hire multiple employees in Phoenix, California and Chicago. Both the president and the Human Resources Director say that Renaissance helped them set a new standard for the people they hire.



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