

## Sonya Meloff



CO-OWNER, SALES TALENT AGENCY INC.

When Sonya Meloff and Jamie Scarborough launched their sales recruitment company in September of 2007, they had spent 20+ combined years in senior sales roles (both had held the title of Sales Rep of the Year with Monster.ca). They knew they had a compelling value proposition: great sales people helping companies find great sales people. They worked 16-hour days, hired and trained people, signed lucrative new contracts, and got lots of client accolades. And then Sonya discovered she was pregnant. Jamie and Sonya took it in their stride. Sonya worked all the way up to her last contraction (she was entering payroll details as she was wheeled into the delivery room), and Vancouver-based Jamie relocated to Toronto for a month to hold down the fort while Sonya took some maternity leave. Today, baby Joey Meloff comes to the office every day. With the cooperation of their landlord (Allied Properties), a room has been built in Sales Talent Agency's large open-space office for Joey's nursery. Sales Talent Agency has become a go-to sales recruitment company for Canada's best employers: First year revenues will top \$1 million.

[www.salestalentagency.com](http://www.salestalentagency.com)

Woman of the Day