

November 27, 2017

To whom it may concern,

RESAAS engaged Sales Talent Agency and in particular Dean Mitchell and Beth Hartwell, to help us restructure and grow our North American sales team.

Sales Talent Agency and in particular Dean, advised us on sales team structure, commission plans, recruitment best practices and appropriate DNA/PRO (their assessment methodology) to hire a sales leader and build out a local sales team, initially focuses on full cycle inside sales hunters/business developers. We also used their Definitive Sales Salary Guide to map out current and future hiring plans.

Throughout the process, our Sales Talent Agency contacts were responsive, collaborative and subject matter experts. They kept the process on point and moving at a fast pace. For the essential strategic hire of the initial Sale Leader, Dean was liaising with ourselves and the candidate to close the offer whilst on holiday in Mexico I believe as well.

As an early stage, rapidly expanding tech/software start-up, we are often pressed for time and dealing with multiple conflicting priorities. It is therefore invaluable to have the additional support from external experts like Sales Talent Agency to achieve our company goals, increase revenue and increase market-share. We recommend any company looking to have sales recruiting support and expertise, to talk to Sales Talent Agency.

Many thanks,



Tom Rossiter
CEO
RESAAS Services Inc.