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To whom it may concern

Leading a sales team in our current economy can be a significant challenge. Building a sales team in economy can be a monumental challenge. Each vacancy was taking me up to 6 weeks to backfill and that only brought me to the point of job offer. With the support of Dean and Sales Talent Agency, I've been able to focus my efforts on engaging my team and building meaningful value opportunities for my customers.

In the last year I have faced the daunting task of backfilling a strong tenured seller twice and Sales talent Agency/Dean was able to (almost immediately) connect me with Professional Sellers that were a great fit for the industrial sales market I work within.

Knowing that I have a true business partner that understands my business, my team, my leadership style and the expectations I have for a professional seller affords me a focus on the things that matter to my customers. With each vacancy, Dean and STA has easily saved me at least a week's work by having an active pool of candidates. This translates to fewer days vacant, fewer customers without sales coverage, less time training and developing, giving me more potential sales.

I strongly recommend Dean Mitchell and the Sales Talent Agency.

District Sales Manager

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