



innovative recruitment

Case Study

Client: **Collective POS**
Canada's Leading Provider Of Payment Processing Services

Objective: Leverage Collective POS' brand message and attract, build and retain a qualified sales team that was able to hit the ground running and maximize potential sales opportunities.

Method: With a constant in-house and offsite presence, ReCareer was able to rapidly acclimatize to Collective's corporate culture. This presence enabled them to build and recommend a profile to ensure that Collective is able to attract and retain excellent sales people, to increase and maximize revenue, and to continue to be a leader in the competitive landscape of business-to-business and business-to-consumer products.

Results: ReCareer's system of providing a constant talent supply and their recommendation of strategic sales producers has increased revenue, streamlined recruiting and guaranteed that Collective has the strategic human capital in place to consistently increase sales.

With revenue growth of 382 percent over the past five years, Collective POS, has earned a place in PROFIT Magazine's 20th annual ranking of the 100 Fastest-Growing Companies in Canada.

By seeking, finding and delivering strategic hires for Collective, ReCareer is a valued partner in achieving this milestone. ReCareer has quadrupled Collective's sales force in the past year.

Compete For Talent the Way You Compete for Customers

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