



Enterprise Sales Personnel

Background

Atlas Interactive Limited is changing from a straight e-Learning provider to a workforce solutions partner. With this in mind, it was important that Atlas Interactive Ltd. were able to augment their existing Sales Force with solution sales experience. It was a key criteria that the potential candidates had experience of strategic penetration into Blue-chip accounts and awareness of the procurement protocols within Oil & Gas but also other verticals. Finally, Atlas Interactive Ltd. were looking for personalities that could share best practice and contribute to what the Atlas Interactive Ltd. value proposition would evolve into.

ESP was recommended to Atlas Interactive Ltd. by a contact within the industry. Atlas Interactive Ltd. engaged Paul and the ESP team and offered ESP the chance of our first assignment which was a VP Global Sales position.

ESP was able to provide a high quality candidate within the timescales originally set out by Atlas Interactive Ltd. This was the beginning of a recruitment “partnership” between the two parties. Atlas Interactive Ltd. noted that ESP has an understanding of the key traits that Atlas Interactive Ltd. are looking for in any potential candidate. This saves a lot of review time and means that all candidates that are put forward meet a set percentage of the Atlas Interactive Ltd. needs.

The ESP team have now sourced 4 of the Atlas Sales Team in the last year and are currently working on a fifth assignment.

Solutions

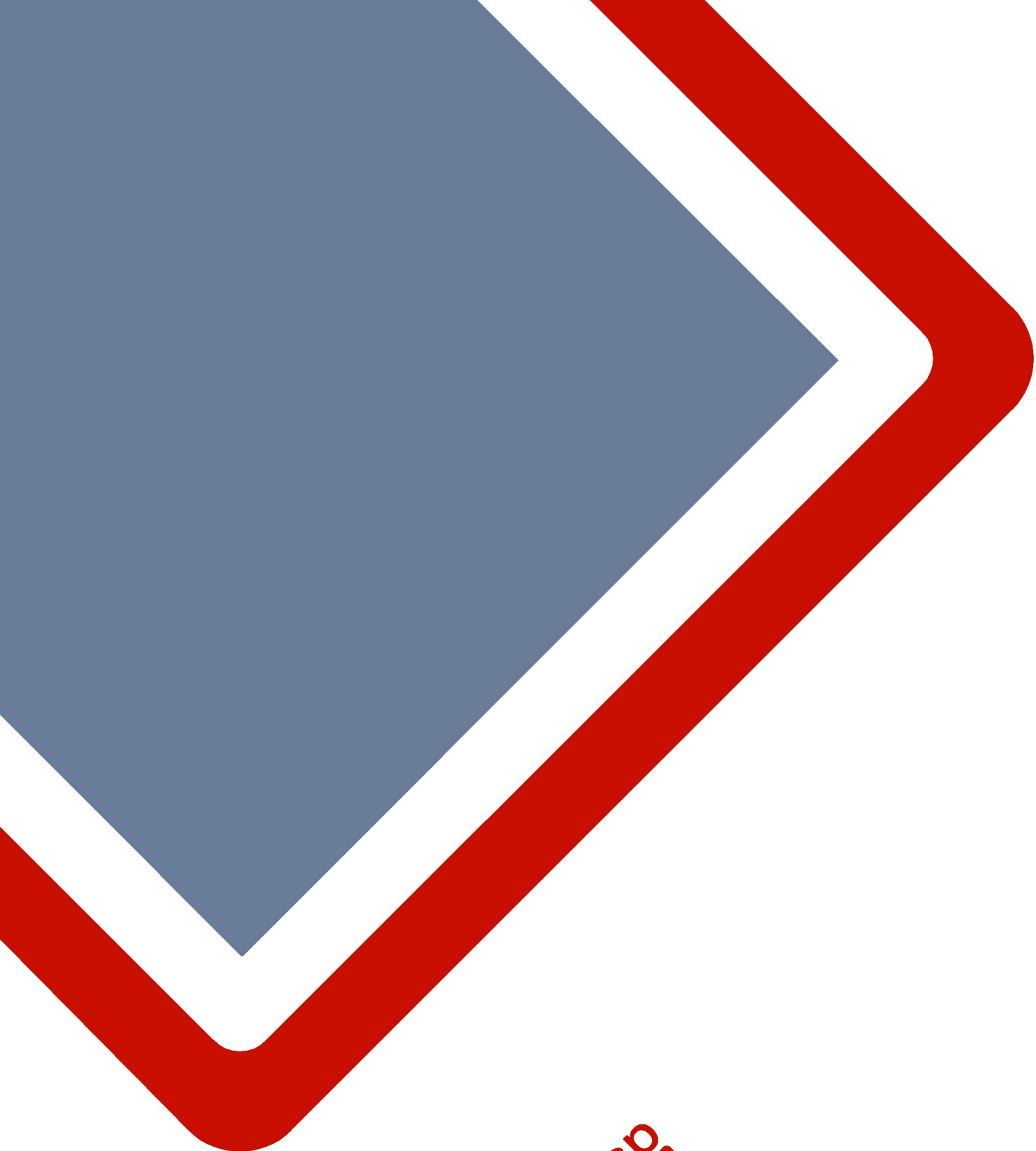
Atlas Interactive Ltd. observed that ESP is very attentive to client requirements, especially in their flexibility towards Atlas’s operational needs and adhering to Atlas Interactive Ltd. company processes. ESP’s efficiency and insight into the recruitment process ensured that any issues that may have arisen were planned for and managed effectively. As well as the quality of the candidates that were presented to Atlas Interactive Ltd, the efficiency and flexibility that ESP demonstrated were ultimately responsible for an excellent placement.

Results

The ESP team have now sourced four of the Atlas Sales Team in the last year and are currently working on a fifth assignment. ESP continues to remain committed to improving the relationship that it has with Atlas Interactive Limited by listening carefully to their requirements and responding to their needs.

|| ESP listens and takes time to learn more about the client business as a whole. This allows them to form a very circumspect appreciation of the Atlas drivers and thus brings high quality, pertinent candidates into the mix. ESP is the first port of call for all Atlas sales recruitment. ||

Atlas Interactive Limited



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