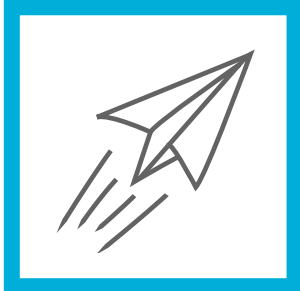




a SYNEOS HEALTH company

# taylor strategy partners

experience the power of personal



## sales accelerator

building high performing sales teams

Your team has worked tirelessly to develop a product that will change patients' lives. Maybe it's the very first of its kind, or maybe you're joining a competitive market. Either way, it's time for you to soar in the marketplace. Our team provides the power you need to lift up in the air, avoid turbulence, and shoot ahead of the competition.

**TSP's Sales Accelerator** team understands what you're up against: a quickly shifting industry that demands a new sales team to be built with speed and excellence for a new product to succeed at the market. There's no time to lose.

Our service combines strategic planning, experienced recruiting, and the study of psychology to find candidates and assess their competencies to set you up for success.

### how we do it:



**You need a customized approach, not one off the shelf.** We build tools and processes that are unique to your organization.



**There's no room for guesswork.** Our practice is based on the scientific study of human behavior by industrial / organizational psychologists.



**Recruiting is an art and a science.** We have the technical skills, personality, and industry knowledge to connect with your ideal candidates.

**With Sales Accelerator, you have access** to a comprehensive and customizable sales force expansion package, including:

- **A candidate profile** built just for you, using principles of industrial / organizational psychology
- **A custom assessment tool** to identify traits and behaviors that are important to your unique culture
- **Individualized interview guides**, coded to automatically populate when candidates take their assessments
- **A team of top-notch recruiters** who listen to who you are and what you need to find the best candidates
- **A strategic partner** who has your back and pays attention to every detail.

### hiring managers say:

**100%** of hiring managers agreed that new hires were a good cultural fit.

**100%** of hiring managers said the new hires positively impacted the team.

21 hiring managers surveyed on 176 new hires

### candidates say:

**9 out of 10** candidates agreed they were treated as human beings instead of resumes.

**9 out of 10** candidates agreed everyone they met with represented the company in a positive light.

209 candidates surveyed, 59% of whom were not selected for the role



for more, contact [angie.aldinger@taylor-strategy.com](mailto:angie.aldinger@taylor-strategy.com)

[www.taylor-strategy.com](http://www.taylor-strategy.com)