

Inside Sales Staff is The World's Leading Inside Sales Recruiting Agency

World's first and only white paper: “How To Attract, Hire, And Retain Inside Sales Talent During The Biggest Hiring Frenzy In History” published. Never before revealed information provides solution to problem that thwarts a company’s ability to hit sa



Chicago, Dec 16, 2019 (Issuewire.com) - Inside sales is the new black. Companies across all economic sectors are adopt- ing and integrating inside sales models in record numbers. The scalability, measurability, and predictability of inside sales has made it the new preferred sales channel for companies who have a mandate from stakeholders to grow sales and revenue quickly.

The shift to the inside sales model has caused demand for talent to outstrip supply. Attracting, hiring and retaining people is harder than ever before as companies compete for the same, small, limited pool of revenue-generating talent. It’s an insidious problem that companies don’t see, anticipate, or understand how to overcome.

According to Joe Culotta, President of Inside Sales Staff: “The challenge is how to attract, hire, and keep the best inside sales talent before competing companies hire them first”.

In this white paper, *How To Attract, Hire, and Retain Inside Sales Talent During the Biggest Hiring Frenzy in History*, the world's leading inside sales recruiting agency distills down twenty years of inside sales recruiting insights, tactics, and strategies into eight pages. Culotta states: “This information has never been published all in one place, all at one time.” He goes on to say, “ A white paper reader recently sent me a note that read, Thank You, Thank You, Thank You”.

To download a copy of *How To Attract, Hire, and Retain Inside Sales Talent During the Biggest Hiring Frenzy in History*, visit www.insidesalesstaff.com

About Inside Sales Staff: Inside Sales Staff is the world's leading inside sales recruiting agency. Over the last twenty years, Inside Sales Staff has recruited for more than one hundred companies.

Press Contact:

Joe Culotta
Inside Sales Staff

1150 N. State St. Ste 302 Chicago, IL 60611 312-451-5488 jc@insidesalesstaff.com

Media Contact

Joe Culotta

jc@insidesalesstaff.com

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