

IDENTIFY



We define the **must-have skills and experience** - not just a wish-list.



We'll develop **clear behavioural characteristics required to bring success.**



We'll develop a **predictive role benchmark that you can make comparisons against.**

ATTRACT



We build ads that describe the person not just the job.



We promote your ads on social media, not just job boards. We'll be where your best applicants are.



Spread the word! We provide advise on sharing with your existing networks to gain greater exposure.

SELECT



Plenty *can* do but fewer *will* do. We use predictive hiring software to identify both.



We use an *evidence-based* approach to discern true capability and fit.



We increase predictive reliability by 300%. Your decisions will be based on data, not just intuition.

RECRUIT



We use behavioural analytics when shortlisting to gain insight into their hardwiring.



Our Platform gathers 66% more data from referees in lightening-quick time.



We are 'salary agnostic'. We help you secure the right person for the right salary.

OPTIMISE



We provide you with a unique guide, per person hired, to help you accelerate their productivity.



We offer our 'Managing sales for non-sales managers' workshop at no extra charge.



Your satisfaction with our work is guaranteed for six months.

OUR RECRUITMENT BLUEPRINT

Sales Managers Australia
Leading the way...