



ABOUT

Improve Growth specializes in sales recruitment training and sales recruiting. We provide in-depth support for companies who are focused on creating a world class sales organization by hiring strong sales individuals who can and will sell.

We take a comprehensive approach to an organization's biggest asset: it's people. Sales processes and skills training alone won't help you achieve your goals without the right salespeople and sales leadership in place. At the same time, strong sales talent cannot succeed in an environment that lacks process, leadership, and training. At Improve Growth, we equip companies with the skills they need to get sales hiring "right" the first time so they can avoid the costly mistake of hiring a salesperson who says all the right things in the interview, but won't sell on the job.



Differentiators



We have a holistic approach when working with clients. We conduct a strategy session with each of our clients where we learn where they are, where they're hoping to be, and what's the bridge they need to get there. We then determine if finding talent is the bridge that will help them get to their end goal.



We help companies retain great talent by consulting with the leadership team and ensuring that the company has the right processes, culture, compensation, management, and strategy that will drive employee engagement.



We guarantee our work. With the help of our training, coaching, and consulting our clients hire and retain the right talent...the first time.

Core Services



Sales Selection Training



Sales Recruiting



Talent Strategy & Recruiting

Past Performance + Featured Clients

RyanWest

Consulted on ways to attract and retain top-performing sales talent as a start-up business with limited employee benefits and branding. Guided on different assessment platforms that would best fit the client and its investors' strategy for sales recruiting.

Divergence Academy

Hired over 10 employees in various roles and departments that have performed and exceeded expectations within their first 90 days. Consulted with the leadership team on recruiting, onboarding, and talent retention processes to better engage their current talent and attract new great talent.

Gillware

Implemented a non-traditional sales recruiting process that helped attract top-performing sales talent in a city with a small population within four weeks. Mapped the client's selling environment that would help recruit a salesperson that would succeed based on their prospects, sales cycle, price point, and their overall selling environment.