



Naviga Aids KNOWLEDGESTORM in Reaching Target Growth

AT-A-GLANCE

FOUNDED:	1999
EMPLOYEES:	120
SALES FORCE:	50
HEADQUARTERS:	Alpharetta, GA
PRODUCT:	Technology solutions & information search re source
CUSTOMERS:	all businesses

SITUATION

As a venture capital backed company, Knowledgestorm needed to achieve an annual growth rate of 50%. After building their annual plan, they estimated that they would need to hire 10-15 sales representatives each year to achieve that goal.

DECISION TO WORK WITH NAVIGA

Knowledgestorm evaluated working with Naviga based on the quality of candidates submitted, rather than the quantity. The deciding factor in working with Naviga was that the firm understood the requirements of the positions to be filled and consistently sent phenomenal candidates to interview.

REQUIRED CANDIDATE EXPERIENCE LEVEL

- Jr. Sales Reps
0-2 Years Sales Experience; College Degree Required
- Inside Sales Reps
0-2 Years Business to Business Sales Experience; College Degree Required
- Sales Executives
3 + years Web Media/Online Advertising Sales Experience

EXPECTATIONS

Knowledgestorm's expectations were to have quality candidates presented in a timely manner. These expectations were met. On a scale of 1-10, the company ranked Naviga's work as a 10.

BENEFITS

First and foremost, Naviga has built a trusting relationship with Knowledgestorm. The company never felt like it was "Naviga vs. Knowledgestorm" in hiring negotiations. They were also able to trust that candidates were closed at the rates Naviga communicated.