

# Working in partnerships with global businesses; An insight to how we deliver success...

Can you spot our brilliant Territory Sales Manager?



**Experience includes:**

- ✓ Driven, dynamic, service focussed sales professional
- ✓ 2 Years theatre sale experience
- ✓ Multiple sales awards at prior employer
- ✓ Biomedical science graduate

**Did you spot her?** We certainly did - learn how we expertly tracked down the best Territory Sales Manager for one of our clients.



Here at Prospect Health we firmly believe that the success of any recruitment process is driven by knowledge, partnership, communication, process and expertise. Our aim is to work as an extension of your business, acting as a brand ambassador and passionately delivering your businesses success to the wider medical devices market.

**WE DO ALL THE HARD WORK, SO YOU DON'T HAVE TO.**



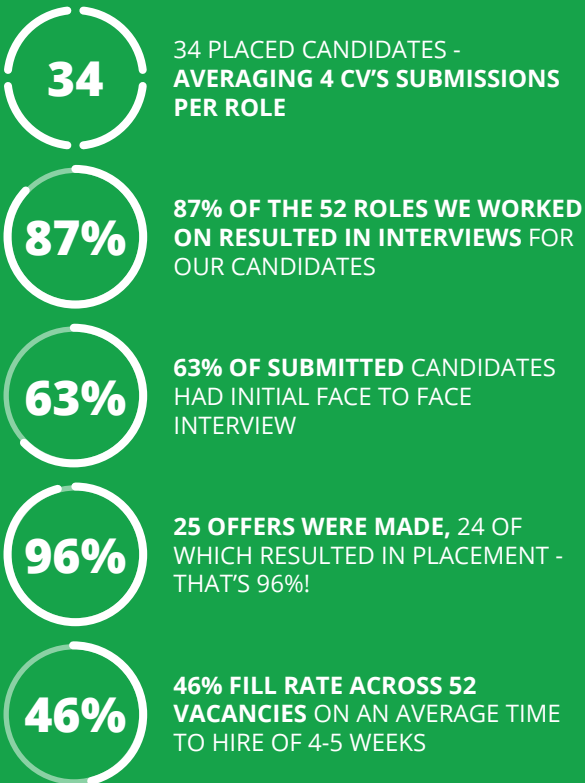
Email us at: [MedicalSales.Info@prospect-health.com](mailto:MedicalSales.Info@prospect-health.com)

Call us on: 01423 813 456

# Delivering success with Prospect Health

One of our key relationships in the device market is with Stryker, a global device business that is constantly driving forward in the market thanks to innovative products, business strategy and having a workforce that can deliver their ambitious goals.

## Our work with Stryker since January 2017



## Stryker facts:

- Stryker employs over 30, 000 people worldwide
- Annual sales of over \$12 billion
- Fortune 500 company
- Times top 100 employer
- Has delivered continuous growth for the past 38 years

## Stryker rely on us to provide recruitment services in the following areas:

- All level of sales professionals – Graduate to senior sales
- Clinical training specialists
- Marketing / Product Managers
- Service Engineers

## Recruiting for Stryker:

Some may think that recruiting for such a highly regarded global business would be easy but that is not the case.

- Highly competitive – Only the very best talent join the business
- 4 stage process with profiling pass/fail exercise at stage 3
- Internal recruitment team and 4 other preferred suppliers
- Identifying and engaging the Stryker 'Culture fit'

# Our success is achieved by detailed process

We take the time to truly understand our clients business, its culture and vision for what they are striving to achieve in a competitive market. This knowledge allows us to identify the best candidates that suit the business, share common motivations and are able to deliver.

Being able to identify candidates that are successful is only the beginning of the process. Understanding and matching culture fit in the modern market is vital. Candidates and clients need to have similar approaches to ensure they can deliver success, opposites rarely attract and being able to understand these dynamics mean we consistently provide the 'right' candidates for our clients.





# How we helped

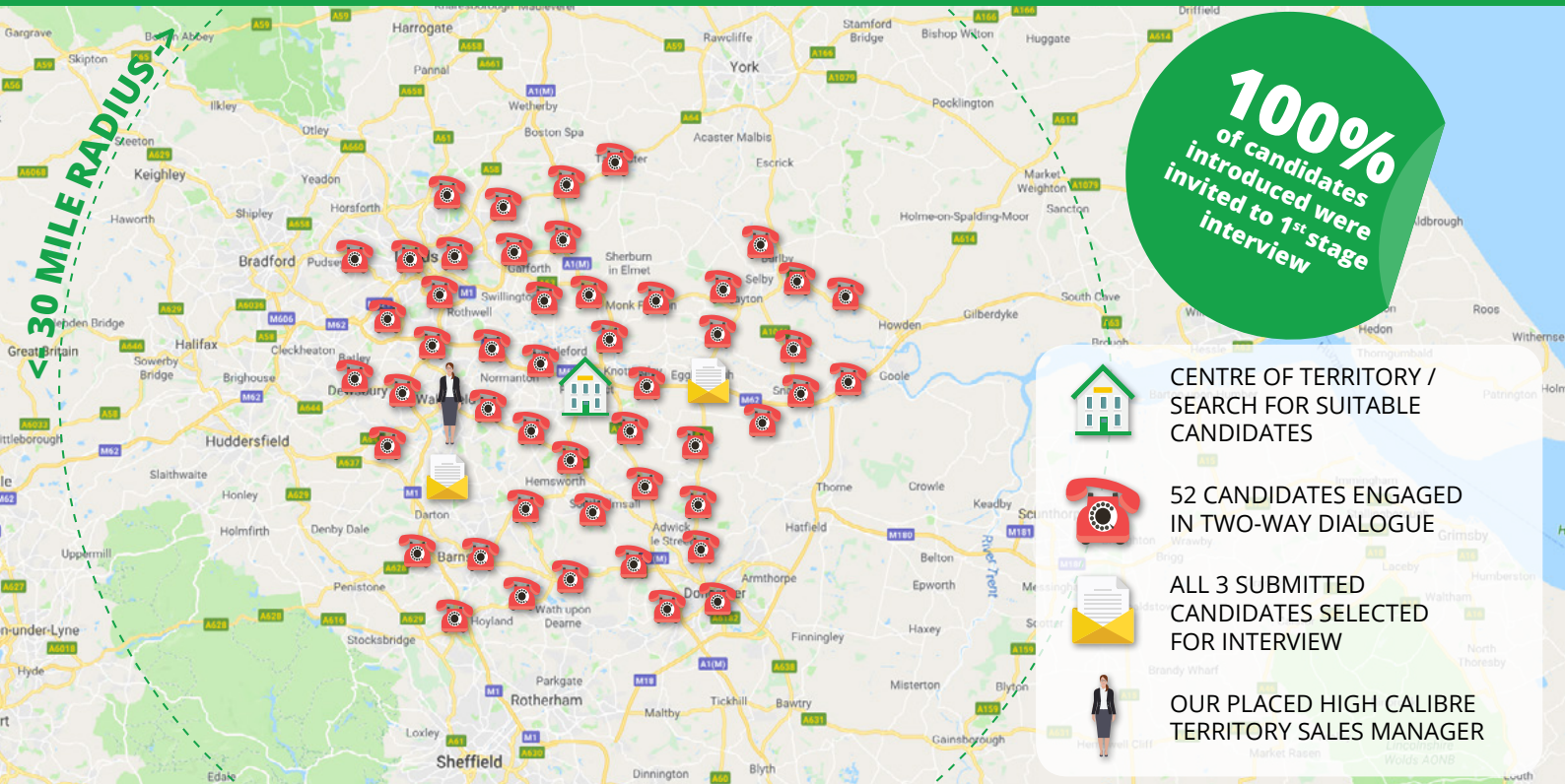
Stryker find a Territory Sales Manager Orthopaedics in Yorkshire.

We were briefed to find a driven, dynamic, ambitious, success focussed graduate with direct medical sales experience with ideal theatre exposure of 18+ months. They also requested our candidate must have good access to territory and Motorway network.

## It took 22

working days from initial brief to placing a suitable candidate...

Over that time we spent a total of **73 hours** working on the project



### JA | Regional Sales Manager at Stryker

I have worked with Prospect Health for a number of years. They have always been incredibly successful in sourcing medical device professionals for our business. David and his team understand our ethos, the market and the demands of the job really well. They are incredibly diligent and thorough and always available. We always receive relevant candidates from Prospect and I don't have to waste time on people who don't fit the required brief.

### Adam Hurdus | Talent Acquisition Partner at Stryker

In my 1<sup>st</sup> year at Stryker, I have worked almost constantly with David as a supplier. David has proved to be a valued supplier through consistent performance, collaboration and though his honest and down to earth approach. It has enabled a strong relationship focused on the same objectives. David's honesty has driven some good outcomes, and in more challenging situations has enabled us to get to the best possible outcome. He is a high performing and highly valued supplier.



A total of

# 87 key targets identified

from an initial 467 on our network within a **30 mile radius** of the centre of the territory

**52** Candidates screened, interviewed and evaluated against our client needs

**3** High quality candidates were introduced to the client, all were invited to 1<sup>st</sup> stage interview

**2** Made it to final interview after a four stage client process

We placed **1** candidate with direct sales experience of **2 years** with a competitor. They were able to hit the ground running with existing network and established relationships with surgeons /KOL in the territory.