

## PARTNERING WITH SALES TALENT RECRUITMENT MAKES FINANCIAL SENSE

**If you are serious about your sales staffing requirement and have a definite need to hire, we recommend that you partner us to find your next sales achievers.**

As you are aware, all recruiters have upfront costs when embarking on a search for a client. These costs include advertising, interviewing, testing, reference checking, and other various time and resource consuming activities. Consequently, when you engage a recruiter on a contingency basis (no find, no fee), you ultimately **pay much more** in order to offset these upfront costs and overheads that are incurred by the agency regardless of whether they find the right person or not.

When you engage our services, you share some of the risks and costs with us through your initial retainer investment, thus we can pass along the savings in the form of a **reduced fee structure of only 9% of annual cost to company. That's 40% lower** than the average recruitment agency fee of 15% of annual CTC. As you can see from the chart below, the savings are substantial.

As one of South Africa's only expert sales recruiting companies, backed by SalesBytes, a leading sales resource company, our goal is to find the best possible and most suitable candidates for your company. We want to find the right sales achievers who can and will sell or lead and coach a team in your particular sales

environment. Our sales development experts provide assistance with ramping up your new hires in the first few months as part of our quality service.

Share a portion of the costs, save a whole lot of money on recruiting fees AND be assured that sales specialists are working with you to find the right sales staff.

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Monthly basic salary including vehicle and/or petrol allowance plus benefits	Annual Cost to Company (CTC)	CONTINGENCY FEE "No find, no fee"		STR SEARCH FEE - SALES EXECUTIVES 3-stage search fee based on a far lower % of annual CTC					WHAT YOU SAVE by choosing STR's Fee instead of a standard contingency Fee
		% of annual CTC on the Contingency Fee Basis	TOTAL CONTINGENCY FEE	% of annual CTC on the STR Fee Basis	PAYMENT 1 Due on search commencement, non-refundable	PAYMENT 2 Due when CVs of candidates are submitted who meet job specs	PAYMENT 3 Due upon candidate's acceptance of job offer	TOTAL STR FEE	
<b>R4 000 to R9 999</b>	R48 000 to R119988	15%	R7 200 to R17 998	Min. fee	5 000	5 000	5 000	15 000	
<b>R10 000</b>	R120 000	15%	R18 000	Min. fee	5 000	5 000	5 000	15000	<b>Save R3 000</b>
<b>R12 000</b>	R144 000	15%	R21 600	Min. fee	5 000	5 000	5 000	15000	<b>Save R6 600</b>
<b>R14 000</b>	R168 000	15%	R25 200	9%	5 040	5 040	5 040	15120	<b>Save R10 080</b>
<b>R16 000</b>	R192 000	15%	R28 800	9%	5 760	5 760	5 760	17280	<b>Save R11 520</b>
<b>R18 000</b>	R216 000	15%	R32 400	9%	6 480	6 480	6 480	19440	<b>Save R12 960</b>
<b>R20 000</b>	R240 000	15%	R36 000	9%	7 200	7 200	7 200	21600	<b>Save R14 400</b>
<b>R22 000</b>	R264 000	15%	R39 600	9%	7 920	7 920	7 920	23760	<b>Save R15 840</b>
<b>R24 000</b>	R288 000	15%	R43 200	9%	8 640	8 640	8 640	25920	<b>Save R17 280</b>
<b>R26 000</b>	R312 000	15%	R46 800	9%	9 360	9 360	9 360	28080	<b>Save R18 720</b>
<b>R28 000</b>	R336 000	15%	R50 400	9%	10 080	10 080	10 080	30240	<b>Save R20 160</b>
<b>R30 000</b>	R360 000	15%	R54 000	9%	10 800	10 800	10 800	32400	<b>Save R21 600</b>
<b>R32 000</b>	R384 000	15%	R57 600	9%	11 520	11 520	11 520	34560	<b>Save R23 040</b>
<b>R34 000</b>	R408 000	15%	R61 200	9%	12 240	12 240	12 240	36720	<b>Save R24 480</b>
<b>R36 000</b>	R432 000	15%	R64 800	9%	12 960	12 960	12 960	38880	<b>Save R26 000</b>
<b>R38 000</b>	R456 000	15%	R68 400	9%	13 680	13 680	13 680	41040	<b>Save R27 360</b>
<b>R40 000</b>	R480 000	15%	R72 000	9%	14 400	14 400	14 400	43200	<b>Save R28 800</b>
<b>R41 000 and over</b>	-	-	-	-	Negotiable				