

# Talent at a Higher Level



#7  
*Estimate  
then Validate,  
Never Assume*

- durhamlane sales mantras

Our 'Talent at a Higher Level' methodology nurtures new and experienced sales talent into your organisation. We apply our experience of spotting and validating sales talent to maximise the impact of your new sales hires.

Our competency modelling and behaviourally anchored rating scales are designed to give candidates the best opportunity to demonstrate their sales potential and test it against your unique business requirements.

Recruitment is a key investment in the future of your sales growth, we partner closely with you to ensure everyone has a positive experience of your business, even when they are not appointed.

Every person who comes into contact with our business and yours, is a potential future customer, or reference point. We treat every person in the process with absolute professionalism.