



# ExhibitRecruiter Offers These Consulting Services

## CRITIQUING & DEVELOPING COMPENSATION PLANS

In order to attract the best sales talent and retain your own, you need to have an enticing compensation package for your sales staff. Years of recruiting in the trade show and events industry has allowed ExhibitRecruiter to review numerous (hundreds) compensation plans. Using this knowledge base, we have assisted companies of all sizes to craft some of the most creative compensations plans for their sales staff. We will sit down with you and your management staff to look at different options to decide what makes the most sense for your company.

## DEVELOPING JOB DESCRIPTIONS

Developing a concise job description helps ensure that you get everything you need from that position. It also standardizes the position for the next hire. We can assist you with developing the details of the job description and an appropriate and competitive salary range.

## ESTABLISHING NEW MARKETS FOR CLIENTS

For over a decade, we have worked in every major market in the US and Canada. We don't know everyone in the industry, but given the size of our network we know someone who does. If you have pinpointed a market where you want to establish a presence, that's where we come in. We have a database of over 25,000 active and passive candidates that have the industry experience you are looking for. We've assisted firms of all sizes that have simply opened a remote sales/support office and some that have expanded into a full service facility.

## MERGERS & ACQUISITIONS

We are continuously speaking with business owners that are interested in becoming part of a larger organization and/or acquiring a smaller firm in an effort to grow their footprint and ultimately gain more market share. If you are a business owner looking to expand or sell your company, we should have a confidential and discreet conversation.



## PROPRIETARY DATABASE

Years of recruiting in the exhibit and display industries has allowed ExhibitRecruiter to procure a database of active candidates that have the industry experience you are looking for.



## INDUSTRY NETWORK

We don't know everyone in the industry, but given the size of our network we know someone who does. The best candidates are not going to be applying to jobs or sitting on a job board, they are currently employed and doing well. That's where we come in to pinpoint the exact experience you are looking for and we extract them with precision.



## LIMITLESS RESOURCES

Of course we have access to every relevant job board and the ability to advertise your positions, but we also have a social network presence that gives us access to professionals worldwide.



## To learn more about these services and to discuss your specific needs

please call us at 800.268.5125 ext. 201

# ExhibitRecruiter