

# In sourcing...



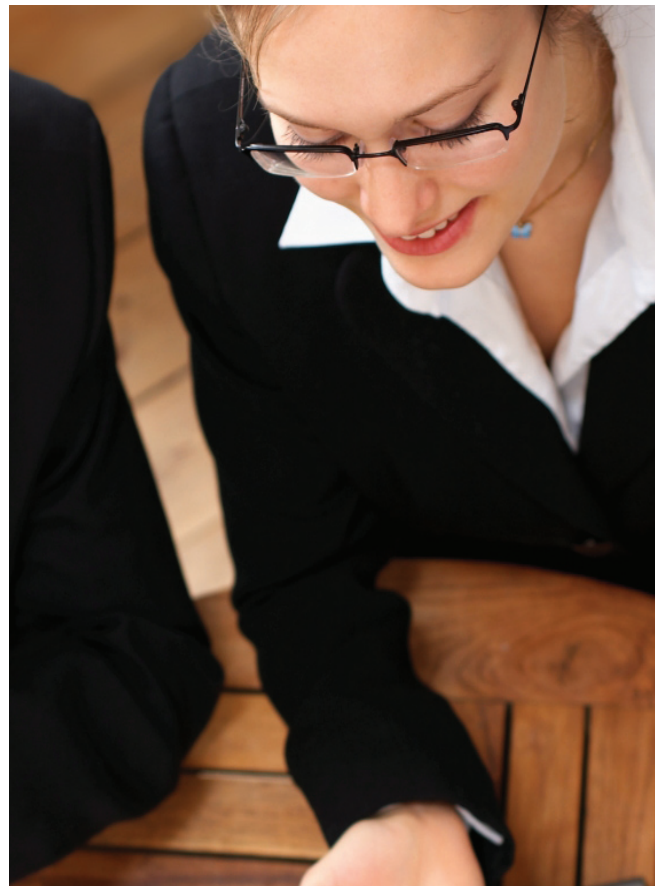
*Headcount Freeze but still need extra sales? We have the flexible, low cost alternative to conventional recruitment or external tele-marketing.*

**P**areto Law offers a flexible alternative to outsourced tele-marketing or conventional recruitment, enabling any organisation to grow a sales team of focused and open-minded graduates.

Our *in*sourcing service offers the perfect cost effective solution for businesses requiring highly trained sales people, without the long-term commitment of hiring permanent staff. The attraction of moving away from a dedicated in-house resource and placing reliance on individual experts in their varied fields is clear. How often do you really gain the opportunity to try before you buy? They perform daily, you pay monthly.

By *in*sourcing sales recruitment through Pareto companies benefit from an immediate reservoir of graduate recruitment expertise, as and when required, and unlike traditional recruitment methods we include a training and development programme with every placement. Our pioneering sales training programme will help ensure all new recruits are trained to the highest standards learning the skills needed to achieve success from day one.

Why	Advantage
<b>Flexibility</b>	Build a highly trained sales team rapidly on a short / medium term basis
<b>Free Replacement</b>	If a graduate leaves within the 12 month contract we will replace them for free, the contract will be renegotiated upon new contract
<b>Full Control</b>	Are you wasting money and business on outsourced telemarketing companies? Have full control of your sales process internally
<b>Head Count Freeze</b>	Increase staff numbers without the long term commitment
<b>No Operating Costs</b>	Build a sales team that is not on your payroll, Pareto pays their salary, so the admin costs are paid through Pareto
<b>Increased Profits</b>	The best sales people will increase your sales and profits
<b>Try Before You Buy</b>	Build a highly trained team of sales people then at the end of the insourcing contract take them on as permanent staff



Head Office • Pareto Law Plc Barfield House Alderley Road Wilmslow SK9 1PL  
t 01625 255255 f 01625 255256 w www.pareto.co.uk e info@pareto.co.uk



# “Don’t be a Seller.... be a *Best* Seller”

**I**nsourcing sales recruitment will be a new concept for most companies. Working with Pareto, part of the world’s 2nd largest in / outsourcing company - Randstad, gives you the peace of mind that we have the expertise to provide the best possible solution for your needs.

Our vast experience in sales recruitment shows that insourcing offers a rapid and low cost short / medium term solution to meet company staffing needs. In times when companies must increase sales whilst maximising profits and alternative recruitment solutions are required, insourcing offers the best option to increase sales.

*A real alternative to conventional recruitment that is low risk, we’re so confident the service comes with a free replacement guarantee*

## Sales Training

Our commitment is that every sales graduate we place with your business should succeed, however should the graduate leave your employment for any reason (excluding redundancy) within the agreed replacement period we will provide a **free replacement\*** with full training irrespective of the training already taken by your original hire.

We also commit to facilitate an innovative sales training programme for every sales graduate placed which is taken in conjunction with their own role and progression and covers all aspects of sales techniques.

Pareto’s pioneering Sales Training starts with a 5-day residential workshop which builds on strengths and addresses the challenges faced in a day-to-day sales role, creating a greater understanding of communication and how to utilise it to full advantage.

There are an additional five 2-day training modules for your sales graduate to complete: ‘Professional Selling Skills’, ‘Ethical Negotiation Skills’, ‘Account Management’, ‘Live Telephone Selling’ and either ‘Sales Management’ or ‘High Impact Presentation Skills’. We advise the training is taken within the first 6-12 months of employment.

We also offer bespoke training solutions tailored to the individual needs of your business. If you would like more information about our bespoke or modular training please contact your Pareto Account Manager.



Call today on **0500 36 38 40**  
or email **info@pareto.co.uk**

\*Refer to Pareto Law Terms & Conditions

\*\*Written notice should be received within 7-days of contract termination in order for this guarantee to apply. Accommodation during the training is an additional cost.