

# Securing Sales Executives for Exponential Growth



Healthcare Technology



Technology, Enterprise Systems



Direct Hire

*A leading healthcare consulting and technology services company offering specialized technology consulting and solutions tailored for healthcare organizations, focusing on digital transformation, analytics, and other key services.*

## CHALLENGES

- After parting with its parent group and appointment of a new Chief Growth Officer, the client needed high level talent to drive growth within the organization.
- Their internal TA team was lean, inbound applicants fell short, and they exhausted their network, leading them to seek out an external recruiting partner.

## SOLUTIONS

- LaSalle's expertise in both healthcare and sales recruitment allowed us to provide quality candidates that directly aligned with the client's goals.
- Our attentiveness to the client and listening to their needs led to desired fulfillment of their roles, consistently delivering.

# 6

Placements

Director of Finance Operations  
Enterprise Account Executives (3)  
Senior Executive Director of Sales  
VP of Integrated Solutions

# 43d

Avg. time to fill

# 70%

Candidate presentation to interview ratio