



The Challenge

The big challenge we wanted to solve was reducing the time it took to get someone from training to being a fully profitable 360 consultant.

The hardest thing in this industry is having people join the business but leave after a year because they do not see the returns as quickly as they would like—and we wanted to reduce the number of new hires who joined but didn't succeed with us.

The Solution

Before joining the Hector platform, it took us nine months to a year to get someone fully profitable.






We partnered with Hector to help us implement more ways for our team to continuously improve after we onboard them, reducing the time it took for our new hires to succeed and become profitable.

The Result

After enrolling half of the team on Hector three months ago, we have already seen a direct impact on their performance.

Some of the performance stats we have been extremely impressed with are the consultants who have been using Hector weekly have increased their revenue booked by 177.5%, improved their job-to-fill ratio to 2.8 to 1 from 4 to 1 and have increased the number of successful placements they have made by 332%.

Key Results After Implementing Hector

-  New candidates added increased by **83%**
-  Cv's to jobs increased by **46%**
-  Total Placements increased by **332%**
-  Total revenue booked increased by **177.5%**
-  Job to fill ratio improved from **4:1** to **2.8:1**



Conor Boland

Managing Director

We are very happy with everything since joining the Hector platform. May has been the best month since the company started, and there is no coincidence that this has gone hand in hand with successfully implementing Hector with the team.