Hector

Customer Case Study

The Challenge

WOW Recruitment had a growing team but needed a way to ensure activity levels remained high and consistent as they scaled.

They needed a training partner that provided actionable tactics, not just theory, to get new consultants billing faster.

The Solution

They implemented Hector to give their consultants access to playbooks from current top performers.

Specifically, they utilised the Cold Outreach Modules (featuring Giulio) to sharpen their business development edge.

The Result

Since implementing Hector, the Sales Team saw an immediate lift in core activity metrics:

- **+41%** Increase in Client Calls (204 > 289)
- **+31%** Increase in Client Submissions (110 > 144)
- **+30%** Increase in New Opportunities Added
- Jake, a new principal consultant, booked **7 qualified** sales meetings from cold outreach in his first **4 weeks.**

Emily Angeloni

Founder

"Since starting Hector, we've seen a sharp increase in client calls, meets, and interviews. A new starter, Jake, used the cold call course to book 7 sales meetings in just his first 4 weeks."

Key Results After Implementing Hector

- **+41%** Increase in Client Calls (204 > 289)
- **+31%** Increase in Client Submissions (110 > 144)
- **+30%** Increase in New Opportunities Added