

The Qualifyr Overview

How we find, assess, onboard and coach salespeople, experienced or brand new, through one playbook from first hire to full ramp.

12 wks

STRUCTURED RAMP

5 days

JOB-READY INDUCTION

100%

SATISFACTION GUARANTEED

01 Unlock Top Talent

How we hire

01

Define the profile

We map the role to your market, targets and stack.

02

Initial screening

Applicants screened for drive, coachability and fit.

03

Selection day

Shortlisted candidates assessed live as a group.

04

Placement

You choose from the standouts; induction starts at once.

02 The Selection Day

Three stages, one day

A

Team-building activities

Group exercises revealing how candidates communicate, collaborate and handle pressure.

B

Pre-planned pitch

Each candidate pitches to the group, showing how they sell and hold a room.

C

One-to-one interview

A focused conversation confirming motivation and fit before placement.

03 The Induction Week

Five days to first live call

D1

Welcome & Foundations

Culture, the team, and getting set up.

D2

Product, Market & ICP

Who we call, and why.

D3

The Call Framework

Discovery and objection handling.

D4

Tools & Shadowing

CRM, scorecard, live shadowing.

D5

Team Day: Go Live

Meet the team, first live calls.

04 The Coaching Engine

The 12-week ramp

W01

INDUCTION

Learn the role

Day-to-day tasks, so reps finish the week performing.


W01-04

NORMALISE

Make it routine

Cold calling, email and LinkedIn become an everyday habit.


W04-08

EXPAND

Turn up volume

Calls, emails and touches pushed up across four weeks.


W08-12

STANDARDISE

Lock in meetings

High-volume activity turned into meetings booked, reliably.



GUARANTEE Twelve weeks, or we make it right.

OPTION ONE

Full refund

Not happy with the outcome? Take a full refund of what you paid.

OPTION TWO

Free re-hire

Rather try again? We recruit, onboard and train a replacement at no extra cost.

Ready to see the full picture?

Book a call and we'll walk you through where you'd start.


QUALIFYR

Sales recruitment and training