



**NORTHSTAR**  
Resources Group, Inc.

Helping Companies Build High  
Performance Sales Teams



Recruiting. Just Better.



## Background

Northstar Resources Group was formed with the vision of creating a recruiting and consulting firm that marries the professional, consultative environment of retained search firms with the flexibility of a contingency option.

Since 2003 we have placed hundreds of high-caliber professionals with technology firms ranging from VC-funded start-ups to Fortune 500 in most major cities across the US. We are the secret weapon for our clients, helping them to win the war on talent by conducting high impact searches focused on Sales, Sales Engineering and Leadership positions.

Need top talent fast?

**Begin**

your custom-tailored

**Northstar Resources  
recruiting campaign**

**Today**



## Why engage Northstar Resources Group?

We offer low contingency-based placement costs paid only upon successful hire. Our focus is on building relationships with both clients and candidates so that our referral engine is inbound on both fronts -- on the client side, most of our business comes through referrals, and on the job seeker side, we work with many passive candidates.

### **SPEED AND ACCESS TO TOP TALENT IN OUR NICHE FOR FASTER ROI.**

By having a singular focus on emerging technologies since 2003, we have built an extensive yet focused niche network. Many of the most gifted technology sales and engineering professionals across the US work with us. We are uniquely positioned to help our clients efficiently and effectively.

### **SUPERIOR RECRUITING & INDUSTRY EXPERTISE**

Our veteran recruiters know the nuances between direct sales, channel sales, enterprise vs SMB, OEM solutions vs VARS and the required skillsets to be effective in each.

### **REPUTATION AND TRUST**

Our strategic partner model means we put our clients first. Partner led searches guarantee accuracy, accountability and drives a significantly higher level of service. View testimonials throughout our site to see what candidates and clients are saying about us.

### **HIGHER COMPLETION RATES & LOWER ATTRITION**

Our metrics based approach delivers 3 to 5 on-target, vetted candidates within 3-4 weeks so you can be assured to find the best candidates quickly with lower training and attrition costs.

**Our Success Rate  
is more than twice  
the  
national average**

**67.8% VS 31%**

(of Clients' searches  
successfully filled)

(Industry Average)

(2012 - 2015)

“ Ron is an excellent recruiter who works hard for his clients and applicants. He is focused on finding qualified professionals who are good cultural matches for the companies he recruits for. Ron has an friendly and highly professional style, manages a thorough process and is easy to work with.”



- Len Bontempi - Sales Director, Global Accounts - Dell