



# **BUILDING REGIONAL TEAMS FOR BUSINESSES NATIONWIDE**



NAVIGARECRUITING.COM

# BRIGGS

## EQUIPMENT

<https://www.briggsequipment.us/>

Briggs offers comprehensive turn-key warehouse solutions to cater to prestigious clients and leading enterprises. With nearly a century of experience, this **renowned global material handling provider** has partnered with Naviga to support their talent acquisition.



OUTSIDE  
SALES REPS



SALES  
MANAGERS



OPERATIONS  
MANAGERS



ACCOUNT  
EXECUTIVES



SERVICE  
ADVISORS

***Naviga has successfully filled more than 60 key positions, including Sales Managers, Operations Managers, Account Executives, Outside Sales Reps, and Service Advisors, showcasing our expertise in talent acquisition.***

# LOCKSTEP

## TECHNOLOGY GROUP

<https://lockstepgroup.com/>

Our valued client stands at the forefront of Managed IT Services, forging powerful partnerships with businesses to craft, innovate, and seamlessly deploy cutting-edge enterprise-level technology solutions.

Our successful track record includes securing positions for four visionary leaders, comprising Vice Presidents and accomplished Project Managers.



*Our placements encompass IT positions such as PC Technicians, User Support Specialists, Cybersecurity Analysts, Pre-Sales Engineers, Systems Engineers, Network Engineers, and Vice Presidents of Sales. Additionally, we've provided staffing solutions for roles in Marketing, Project Management, Facilities Supervision, Procurement, HR Generalist, Mass Communications, and Professional Services.*

*Our expertise extends across a broad spectrum of roles, ensuring our clients find the right talent for their unique needs.*



# PRYOR Learning

<https://www.pryor.com/>

Pryor Learning Solutions, Inc. is a managed IT Services leader and a visionary partner for businesses, orchestrating the design, development, and seamless implementation of enterprise-grade technology solutions. We take pride in having successfully placed four dynamic leaders, including VPs and adept Project Managers, as well as five talented individual contributors who contribute to the continued excellence of our client.



*In response to this challenge, we were privileged to place a remarkable cohort of 13 sales representatives for Pryor Learning Solutions, Inc. These accomplished professionals are poised to catalyze strategic growth and foster enduring client connections, propelling the company to new heights of success.*



<https://ertc.com/>

Our client is a fintech company dedicated to offering innovative financing solutions to entrepreneurs across the entire nation.

ERTC functions as a nationwide service provider catering to small businesses.

Their core mission revolves around educating these enterprises about available tax credits, evaluating their eligibility, and guiding them through the essential IRS documentation process.



*In support of their growth objectives,  
we successfully onboarded a dynamic  
team of 23 adept sales professionals.*

# tyco SimplexGrinnell

<https://www.johnsoncontrols.com/>

Our esteemed client boasts a distinguished status as a Fortune 1000 enterprise, firmly established as a preeminent figure within their respective industry. Renowned for its comprehensive suite of networked technologies and solutions tailored to global businesses and organizations, this company specializes in advanced building technologies. Their offerings encompass critical domains such as life safety, fire protection, and property security systems, showcasing their unwavering commitment to safeguarding lives and assets.



*In our capacity as talent acquisition experts, we have had the privilege of successfully placing many leaders within this esteemed organization. This select group comprises of many accomplished Sales Leaders, Marketing Leaders, Operations Leaders, and an exceptional cohort of 107 dedicated individual contributors.*

*Our collaboration with this Fortune 1000 leader underscores our commitment to identifying and securing top-tier talent to advance their mission and drive excellence.*



# WERMA

S I G N A L T E C H N I K

<https://www.werma.com/en/company/>

With over six decades of expertise, WERMA stands as a prominent global manufacturer specializing in industrial signal devices. Although headquartered in Germany, WERMA has successfully extended its footprint into the United States.



*To fortify its nationwide reach, Naviga strategically recruited and onboarded six highly seasoned Regional Sales Managers, each adeptly handling distinct territories across the U.S. This strategic move marks a pivotal step in enhancing WERMA's market presence and client engagement across the nation.*



<https://selerix.com/>

With a rich history spanning nearly two decades, our esteemed client has been at the forefront of delivering cutting-edge technology solutions and services. Since its inception in 2002, they have earned widespread acclaim as a trusted technology partner among agents, brokers, and carriers specializing in intricate workplace benefits.

Recognizing the **need for top-tier sales professionals** to further their expansion, they turned to Naviga for expertise.



*"I've been so impressed with Naviga because they really take the time to understand what you are looking for. They're not trying to just fill a void, they're trying to build a relationship."*

**CRAIG STEPHENS, VP OF SALES, SELERIX**





# American Bank

## *Equipment Finance*

<https://americanbankef.com/>

American Bank Equipment Finance, a well-established financial institution with over 50,000 served businesses and \$1 billion in funded loans, sought to diversify its business by building a new sales team to penetrate a different vertical. They recently merged with another entity, gaining access to more funds for lending. To capitalize on this opportunity, they needed to hire multiple sales representatives capable of attracting more business and retaining assets in-house.



**NATIONAL  
ACCOUNT  
MANAGERS**



**SENIOR  
MARKETING  
MANAGER**

*Naviga played a pivotal role in supporting American Bank Equipment Finance in establishing a new sales team. Through our efforts, we were able to recruit 3 National Account Managers, allowing them to meet their initial hiring objectives effectively*