

Sales Professionals are the Elite Athletes of the Business World™

The Most Visited  
Sales Job Board  
in North America.

Find Better Salespeople™  
with



<http://www.SalesGravy.com/JobBoard/mrinsidesales.php>

Company Code: **top20**





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## A Partnership For The Future

Mr. Inside Sales has created a strategic partnership with SalesGravy.com designed to give our clients a competitive advantage when sourcing top sales talent. Nothing is as important for the success of your business than attracting and hiring the right talent.

SalesGravy.com is the leading career website for Sales Professionals. In fact, SalesGravy.com gets more visits than any other sales website on the planet and is ranked #1 in the sales niche by Alexa.com, Compete.com, Quantcast.com, and Comscore.

Through our partnership we make it easy for you to gain Premium access to a huge pool of passive and active sales candidates at a discounted rate and no long term contracts. The result is better sales candidates, reduced time to hire, and lower cost of recruiting.

### No Account Set-up Fee

SalesGravy.com is waving the corporate account set-up fee for our clients. *We make it easy for you to get started.*

### Premium Access

Mr. Inside Sales has negotiated access to Sales Gravy's premier Corporate Platinum program for our clients. The Corporate Platinum account gives you 100%, unlimited access to all premium features. *We make it easy for you to recruit.*

### Serious Discount

Mr. Inside Sales has negotiated a discount for our clients equal to 50% off the Corporate Platinum rate. *We make it easy on your budget.*

### Hands On Account Management

Sales Gravy has assigned a Corporate Account Manager to support Mr. Inside Sales clients. They provide one on one or group orientation meetings, respond quickly and will even customize a program just for your company. *We make it easy for you to become raving fans of SalesGravy.com.*



We Make It Easy



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## Corporate Platinum Details

### Unlimited Premium Job Posts

Mr. Inside Sales Clients may place unlimited premium job ads that will be displayed on the SalesGravy.com home page and featured in search. Consider that one post on other sites can cost as much as \$400.

To increase applicant awareness of Premium posts Sales Gravy highlights Premium posts on our their home page and in search returns. They also routinely feed premium posts to LinkedIn groups and Twitter groups using their custom built Sales Gravy Twitter Bot and the LinkedIn feeds function. In addition, they sponsor Premium jobs through paid advertisement on sales relevant websites. These efforts increase views of Premium over standard posts 3:1.

### Unlimited Resume Views – Unlimited Recruiter Seats

Mr. Inside Sales clients may search, view, and store unlimited sales resumes and online applications.

### Applicant Tracking Integration

Apply buttons may be directly linked to your ATS or website application page.

### Feed Support

Sales Gravy supports auto post jobs via a bulk XLM feed. SalesGravy.com will provide free tech support to Mr. Inside Sales clients for form field mapping.

### Featured Employer

Mr. Inside Sales clients will be placed in the featured employer area and linked to their branded recruiting page on SalesGravy.com.

### Branded Posts

Mr. Inside Sales clients will have the option of automatically including logos on all job advertisements.

Corporate Platinum	Features
Premium Job Posting	Unlimited
Resume Search	Unlimited
Bump My Job™	Unlimited
Active Content/ HTML Editor	Yes
Logo on Job Posts	Yes
Video on Job Post	Yes
Featured Employer	Yes
ATS or Application URL	Yes
Application Folders/ Tools	Yes
Job Matching™	Yes
Custom Folders	Yes
XML Job Feed Import	Yes
<b>Regular Monthly Rate</b>	<b>\$399</b>
<b>Mr. Inside Sales Discounted Rate</b>	<b>\$199</b>

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## A Powerful Alternative To The Ordinary Job Board

### The “Facebook of the Sales Profession”

SalesGravy.com is much more than a job board. We boast the largest community of B2B Sales Professionals and leaders on the internet. It is this community that attracts our rich audience of *passive sales candidates*.

### 30,000 Pages of Free Sales Resources.

More than 100 of the worlds top sales experts, authors, and trainers make their home on Sales Gravy and provide thousands of free articles, videos, and podcasts all designed to help Sales Professionals build and enhance their career in sales. These resources attract thousands of top Sales Professionals who are focused on personal and professional development.

### The Best and Brightest

Our relentless focus on community and high quality content attracts large numbers of highly sought after *passive job seekers*. It was on this foundation that we built Sales Gravy Jobs which has a single mission – *connecting top sales talent with top sales companies*. We are now the most visited sales niche job board in North America and a powerful alternative to the ordinary job board.

### Many Job Boards “Claim” To Be #1 But Numbers Don’t Lie

	Compete.com (Total Visitors 4-09)	Quantcast.com (Unique Visitors 4-09)	Alexa.com (3 Month World Ranking 3-09)
<b>SalesGravy.com</b>	<b>285,853</b>	<b>144,200</b>	<b>65,882</b>
salesjobs.com	93,324	26,500	136,839
salesjobs.net	67,882	56,100	299,791
salescareersonline.com	11,646	15,700	338,601
salestrax.com	21,818	12,700	626,851
salesanimals.com	757	No Data	1,113,457

Traffic Rankings from the web’s most trusted traffic auditors.



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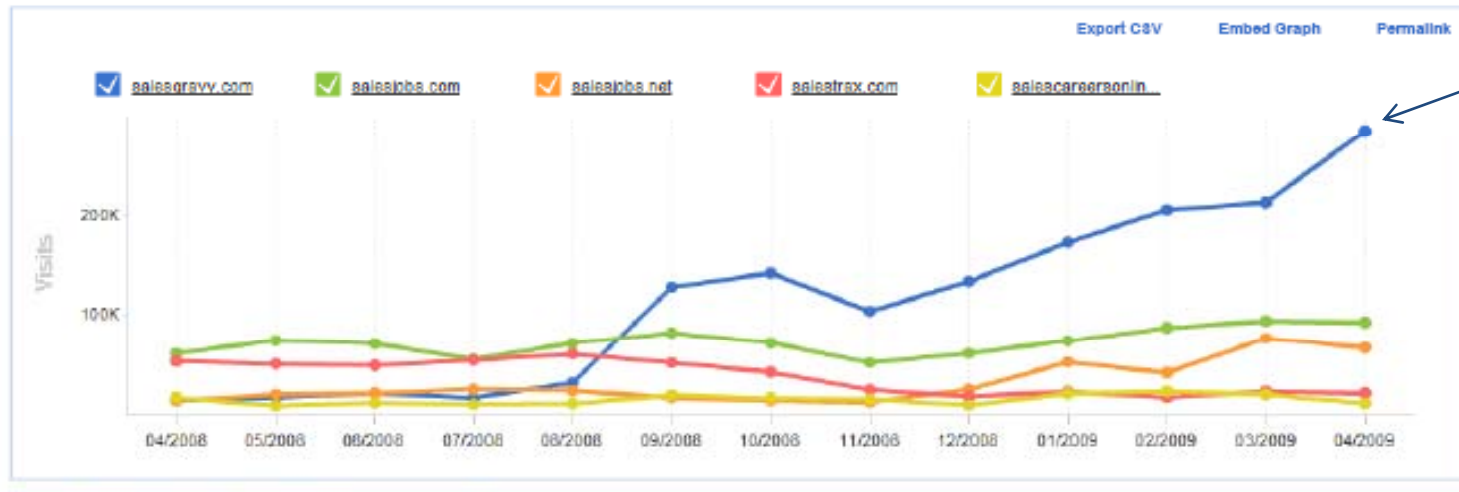
Search:  for

vs  vs  vs  vs

Load Portfolio

Visits

Low Sample Sites -



Monthly Normalized Metrics April 2009





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REAL Value

The Most Visited  
Sales Job Board  
in North America.

## Real Value Attracts Passive Candidates

Value first is our motto and we are driven to provide real value to our community members, job seekers, employers and recruiters. While most job boards are just that – job boards, Sales Gravy takes a comprehensive approach to connecting job seekers and employers.

### More Than a Job Board

SalesGravy.com is more than a job board. We are a destination and a true resource for B2B Sales Leaders and Sales Professionals and our visitors keep coming back for *more Gravy*. The result is **more passive candidates** viewing and responding to more job ads. On average our visitors view four times more pages than our nearest competitor.

### Sales Job Matching™

One of the unique features of SalesGravy.com is our **Sales Job Matching™** process in the Sales Gravy Community. When salespeople create a profiles in our community they are asked a series of questions. Those questions are then matched against our jobs database. Then each time the salesperson enters the community to network with other salespeople, participate in discussions, or access resources *we present them with sales jobs that best match their career profile*. This targeted approach encourages passive job seekers to explore career possibilities yielding more responses from higher quality candidates.

### Traditional Job Board

Designed for Active Job Seekers. Includes premium functionality for recruiters and candidates.

### Sales Gravy Community

We match jobs to members of the Sales Gravy community based on behavioral profile. We encourage recruiters to join our community.

### Resource Center

Comprehensive resource center including thousands of articles, blogs, videos and podcasts.





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Sales Gravy Features (Page 1)

Sales Gravy Features Description

<b>FREE Basic Job Postings</b>	<b>Go ahead, give us a try - FREE.</b> Includes a basic posting template with plain text. Applicants must use our online posting form. Restriction include: no active text, email address or URLs. Not available for MLM posts and commission only positions. <i>A cost effective solution for sales Managers with no recruiting budget and small businesses with minimal, non-recurring staffing needs. And a perfect way to dip your toe in the water to see what Sales Gravy is all about.</i>
<b>Premium Job Posting</b>	<b>We take PREMIUM to a whole new level.</b> Premium posts are highlighted and positioned at the top of pages during search. Premium posts are also positioned as premium, top of page, sponsored posts on major websites like LinkedIn, Indeed, Simply Hired , My Space and more than 5000 other relevant websites (including many of the sites you are paying for now). Through specially negotiated partnership agreements Sales Gravy pays the full cost for sponsored jobs passing thousands of dollars of savings on to our valued recruiters. <i>Premium posts assure the most advantageous position for your important job orders., attracting more views, higher caliber candidates which means you fill your job orders faster. Perfect for the professional recruiter.</i>
<b>Sponsored Posts</b>	<b>More GRAVY for you.</b> Through specially negotiated partnership agreements Sales Gravy pays the full cost for setting your <b>premium</b> posts up as sponsored jobs on other major websites. <i>Attract more candidates, fill positions and job orders faster, and save hundreds of dollars. That's good Gravy.</i>
<b>Never Expire</b>	<b>Premium job posts never expire.</b> In fact, we will automatically renew your premium jobs every 14 days until your position or job order is filled. <i>We make it easy for you to manage your job posts saving you time and giving you the freedom to focus on more important tasks.</i>
<b>Resume Search</b>	<b>Thousands of Sales Resumes.</b> Because all we do is sales you will find thousands of quality resumes for top salespeople. We offer a variety of well designed search tools to help you find the perfect candidate. You will also find tools for creating custom folders that let you store and manage your resumes and job candidates. 500 -1000 new resumes are added each week. <i>On Sales Gravy you'll find highly targeted, <b>cost effective resume search</b> and candidate management. Perfect for Professional Recruiters</i>
<b>Auto Renew</b>	<b>Premium Posts are automatically renewed every 14 days.</b> We save you time and effort by automatically renewing your premium posts every 14 days. This keeps your all of your important posts fresh. <i>Make it easy to move to the front of the line.</i>
<b>Sales Job Match™</b>	<b>The Link To Passive Candidates.</b> Through a proprietary process we match your jobs post to the members of the Sales Gravy community. Each time one of our members logs on to their Sales Gravy Profile we alert them to jobs that are a perfect fit for their personality, industry, strengths, and other characteristics. <i>By proactively pushing jobs out to these passive candidates we pull more top salespeople to your openings.</i>
<b>Bump My Job™</b>	<b>Sales Gravy Exclusive!</b> It is a fact that on the internet the first listing on a page gets the most clicks. Now you can move your premium posts to the front of the line any time and as many times as you want with <i>one click of the mouse.</i> Most recruiters tell us that this single feature is worth the entire cost of their premium upgrade. <i>So go ahead you know you want to- <b>Bump My Job™.</b></i>



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Sales Gravy  
Features  
(Page 2)

Sales Gravy Features Description

<b>Active Content/HTML Editor</b>	<b>Customize.</b> Our fully functioning HTML editor gives you the flexibility to customize your job post with colors, graphics, or your own custom code. <i>We give you complete control.</i>
<b>Video on Job Post</b>	<b>Put Your Message In Motion.</b> We give you flexibility to add your recruiting or corporate video to your job posts. <i>Video is a real competitive advantage in attracting top candidates.</i>
<b>Company Logo on Posts/</b>	<b>Brand Awareness.</b> We give every recruiter access to create a company or personal profile where you can provide your contact information, website URL, corporate recruiting video, and corporate logo. All of your job posts are linked back to your profile. When you add your logo to your recruiter profile we will automatically place your logo on all of your job posts. <i>Use the power of your brand to attract top sales talent.</i>
<b>ATS or Application URL</b>	<b>ATS Integration.</b> Our premium packages offer the flexibility to funnel applicants directly to your own web based application or Applicant Tracking System. <i>An easy way to integrate with your corporate ATS.</i>
<b>Custom Folders/Tools</b>	<b>Organize For Success.</b> Our Standard Professional, Premium Professional, and Corporate packages allow you to create custom storage folders to save and manage resumes and candidates. <i>We make it easy for busy professional recruiters to manage multiple searches.</i>
<b>XLM Import</b>	<b>Real Time Importing.</b> Exclusively for <i>Corporate Accounts</i> we offer XLM importing of your job feeds. With this time saving feature you can easily import all of your jobs in bulk, real time. <i>This is a huge time saver for organizations and recruiters with multiple posts that are updated often.</i>



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## Our Mission

By offering uncompromised value and service and highly relevant content we will become the largest, most respected sales content media organization in the world.

## Our Core Values

- We go the extra mile in everything we do.
- We give value first.
- We treat everyone with kindness and respect in all situations and circumstances.
- We listen to our customers, visitors, associates, advertisers, and agencies and value all feedback - good and bad.
- We work tirelessly to enhance the lives and careers of Sales Professionals.
- We provide absolute transparency in all transactions.
- We are the job board recruiters rave about.
- We are relentless in our drive for excellence.
- We are passionate about constant improvement, innovation, and new ideas.
- We put people before profits.

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## Our Values

### The Most Visited Sales Job Board in North America.

*More than 1900 Companies  
and Recruiting Firms  
find top sales talent on  
SalesGravy.com*

*Including . . .*

**APD**  
**FedEx**  
**NBA**  
**Grainger**  
**ADT**  
**Allstate**  
**EMC**  
**Culligan**  
**Hyatt**  
**Brinks**  
**Edward Jones**  
**Morgan Stanley**  
**Prudential**  
**Progressive**  
**G&K Services**  
**Nestle**  
**Stryker Medical**  
**MRI**  
**Culver Careers**  
**Administaff**  
**Unifirst**