



WE BUILD WINNING TEAMS

ABOUT REDWOOD SOFTWARE

Redwood Software is the leader in full stack automation fabric solutions for mission-critical business processes. With the first SaaS-based composable automation platform specifically built for ERP, we believe in the transformative power of automations. Our unparalleled solutions empower you to orchestrate, manage and monitor your workflows across any application, service or server - in the cloud or on the premises - with confidence and control.

Redwood's global team of automation experts and customer success engineers provide solutions and world-class support designed to give you the freedom and time to imagine and define your future. Get out of the weeds and see the forest, with Redwood.



Challenge

Broken Hiring Process

Redwood Software needed to scale quickly, but between coaching reps and closing deals - hiring managers didn't have time to sort through countless resumes. The amount of unqualified candidates impacted overall sales productivity and profitability.

- Long Ramp Times
- Inefficient Hiring Process

"Before partnering with Shift Group, we had to interview many more candidates to make a hire. Since then, we've seen increased candidate quality who are better prepared and have a high enthusiasm for their career path"



Solution

Shift Connect

Shift Group mentors & coaches former elite athletes and military veterans on industry specific job skills. Qualifies every candidate via their background in uniform along with a detailed training program ensures faster ramp time and close to no attrition. The platform instantly matches companies with their ideal candidate profile fit.

- Elite Characteristics
- Transparent Candidate Insight
- Expert Mentorship
- Job Skill Training

"With Shift Group we were able to cut out the screening process because Shift had already vetted them for success. Their profiles contain a 30/60/90 day plan that I view immediately, allowing us to be sharper with who we interview and find candidates faster."



Build a Winning Team

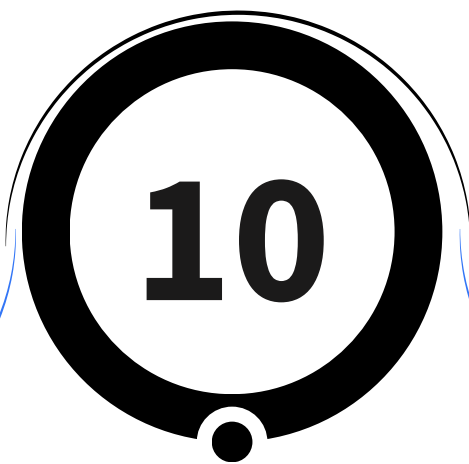
Sales execution is critical for scale and profitability. Hiring process can and should be competitive differentiator. Shift Group streamlines access to the perfect candidates with the right intangibles that have the knowledge to have an impact on day 1.



“Shift Group candidates fostered a true team environment, allowing us to scale quickly. Their contributions enabled us to exceed targets, justifying the addition of more reps and unlocking further growth potential.”



**TOTAL HIRES FROM
SHIFT GROUP**



**PROMOTED FROM
BDR ROLES**



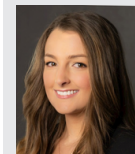
**MONTHS TO
PROMOTION**

Results - Culture Changing ROI

Shift Group candidates bring a level of leadership, coachability and commitment that bleeds to the rest of the team. They ramp faster, drive better productivity and get promoted faster.

“Before Shift the status quo was 18 months to promotion. All of a sudden that went to 8 months for promotion to a closing role. Shift Group’s candidates caught the eye of our sales leaders early and made a name for themselves within the company.”

In collaboration with



Ashley Russo
Senior Manager, Sales
Development
Redwood Software
To learn more about
Redwood visit:
<https://www.redwood.com/>