



CASE STUDY:



OnSiteIQ

OnSiteIQ is a visual data capture platform built for owners and developers that makes it easier for them to construct, sell, and maintain their dynamic buildings through the use of commercial construction documentation. Their platform caters to several asset classes in Real Estate which includes: Commercial, Government, Healthcare, Education, Multifamily, and Hospitality. The company was founded in 2017, and is based in New York.



OBJECTIVE:

OnSiteIQ was looking to expand their Sales team and required Sales reps of different seniority levels within specific locations across the country. LMRE was tasked to find the best candidates to fill these roles in Q1 and early Q2.



SOLUTION:

LMRE worked closely with OnSiteIQ's Chief Operating Officer, Kenn Stearns, and Vice President of Sales, Michael Chidiac, to understand the requirements that needed to be met for each Sales position they were looking to make a hire for. Requirements for each role varied in terms of the candidates' experience in a SaaS sales capacity, their location, and the number of years they've been in a specific Sales role. Of the four different Sales positions LMRE successfully helped place two candidates so far.



FUTURE PLANS:

LMRE will continue to help fulfill OnSiteIQ's Sales roles as the team expands across the U.S.

“The LMRE team’s communication was clear and constant throughout the process of looking for new team members. There were regular meetings set in place to ensure both sides were on the same page and candidate feedback was shared to keep the search relevant.”

KENN STEARNS, COO