Candidate Prescreen

| **Date** | June 3, 2024 | **Recruiter** | Sam Taylor |
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| **Position Title and Req #** | 9650\_835- Aftermarket Sales | **Position Location** | Aftermarket Sales |
| **Candidate Name** | SEAN MCGARRY | **Candidate location** | X Westford Ma. |
| **Hiring Manager** |  |

| **General Information** | |
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| **This position will require 50 percent travel, will this be okay?** | XYes however preference for overnights would be limited. |
| **Where did you see this job posted? (Referral – Who referred you for the role)** | X Indeed |
| **Why did you apply for this role? What attracted you to Ingersoll Rand** | X I have an interest in pneumatic tools, having performed similar inside sales and had success especially with solutions of my own interest. |
| **Have you ever applied to or interviewed with Ingersoll Rand?** | X no |
| **Have you ever worked for Ingersoll Rand?** | X no |
| **Compensation requirements (bonus, stocks, etc.)** | X negotiable |
| **If this role is offered to you, when would you be able to start?** | X Asap |
| **Highest Level of Education Completed?** | X Associates Degree |
| **Do you have other offers or Interviews that we will be competing with?** | X yes |
| **Do you currently or in the past signed a non-compete and / or a non -disclosure agreement?** | X no |
| **Will you now or in the future require sponsorship to work in the US?** | X no |

| **Employment History** | |
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| **Current employer (most recent)** | X Weybot |
| **Position held** | X Inside Sales Executive |
| **Dates of duration** | X *July 2019 – March 2020* |
| **Overview of day-to-day responsibilities** | X *A.I., Wifi analytics SaaS and hardware start-up.*  *Reporting to the Sales Manager and VP. of Sales attained 120% quota leading to development of a territory pipeline from 5k to 100k+ within 2 quarters in the education IT market.* |
| **Reason for leaving** | X Pandemic layoff |

| **Employer #2** | X OnCam |
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| **Position held** | X **Inside Sales** |
| **Dates of duration** | X *September 2018 – March 2019* |
| **Overview of day-to-day responsibilities** | X *UK-based Video Surveillance Manufacturer. Established standard operating procedures measured goals and drove the inside sales efforts under the VP of Sales for the Americas, including sales support development for the Regional Sales Directors, Channel Partners, and engineering team.* |
| **Reason for leaving** | X Brexit layoff of US sales team |

| **Employer #3** | **ADI Global/ Honeywell** |
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| **Position held** | **Inside Sales Senior** |
| **Dates of duration** | *February 2015 – September 2018* |
| **Overview of day-to-day responsibilities** | *Managed key accounts handling an extremely high volume of inbound calls. Managed project quotes/bid submittals and special pricing requests from vendors for a major distributor for Video Surveillance, Fire, Intrusion, Access Control, and A/V hardware.* |
| **Reason for leaving** | Opertiunity offered at OnCam to spearhead inside sales |

| **HM Specific Questions // General Questions** | |
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| 1. What knowledge do you have on parts/inside sales? | X 3 years with Adi global and 3 with CompUSA inside sales and account management , ADI focused on several markets of supply of intrusion , physical security , fire ,central vac, A/V ,networking and install tools |
| 1. Do you have any technical knowledge that you feel would help you? | X Computer technology related |
| 1. What system do you have experience with? CRM, ERP ect? | X Pipedrive , Adonis , Hubspot ,Salesforce, Sap, Dos based CRM |
| 1. Anything else you would like the HM to know on why you would be perfect for the position? | X Quick to learn new markets and technology |

| **Recruiter Summary Notes** |
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