



Performance-Focused From First Engagement to Ongoing Partnership



Food Delivery Company



Permanent Placements



Sales

A globally recognized food delivery platform built on a foundation of logistics, technology, and real-time consumer demand.

Despite typically keeping recruiting efforts in-house, this organization faced ambitious sales hiring goals that stretched its internal team's capacity. A newly hired talent leader—who had previously partnered with LaSalle Network at another company—advocated for bringing LaSalle in to help meet those goals.

CHALLENGES

- The company aimed to hire 10–15 salespeople per month across major markets, including Chicago, Los Angeles, Nashville, San Francisco, Philadelphia, and New York.
- With limited internal bandwidth and urgent goals, they turned to an external partner—despite rarely doing so.
- It was their first time working with LaSalle Network, making it critical to deliver strong results quickly.

SOLUTIONS

- LaSalle Network was engaged in early 2024 and quickly aligned with internal stakeholders across markets.
- Between September and year-end, we filled 18 sales roles, primarily in Chicago, with additional hires in key regions.
- Roles included Account Representative, Account Executive, Account Manager
- We also provided guidance on interview structure, case studies, compensation and ways to improve offer conversion.

18

placements

3-4 weeks

Average time to fill

The client re-engaged LaSalle Network in early 2025 to continue to support additional sales hiring, citing strong results, strategic input, and the partnership's seamless integration with their team.