



Murray Resources works with many of the leading companies in Houston, from Fortune 500 companies to dynamic small and medium-sized businesses.

Some of the industries we work with include banking, communications, energy services, environmental, financial services, food services, government, healthcare, insurance, legal, manufacturing, non-profit, oil and gas, retail, and utilities.

Read testimonials from some of the companies and job seekers who have shared their stories with us. You can also watch their videos.

Below are just a few case studies that are reflective of the type of work we do. [Click on one of the links below to learn more.](#)

Recreational Consumer Products Company – Recruited: Outside Salesperson

Client Background

This Florida-based consumer products company markets recreational and fitness products directly to consumers via TV and online channels, as well as through their national retailer network. The company's flagship product has built a loyal nationwide following and the company was seeking to grow their distribution in Texas and surrounding states.

Challenge

The client contacted Murray Resources to help recruit a top outside salesperson with the background and skill-set necessary to increase market share for their flagship product in the southern US. The position required an individual with not only business development experience, but also someone who would represent an active lifestyle, relish the "hunter" sales mentality, and enjoy traveling for work. With the company's executives located in Florida, Murray Resources was asked to identify, screen, and interview qualified candidates prior to meetings with the hiring manager in Houston three days later.

Approach

With a deadline of three business days, the Murray Resources team began their search for candidates who possessed the experience and background required for the job. The team then utilized assessment testing and data gained through the interviewing process to identify five finalists for the role.

Result

The Murray Resources team presented five highly-qualified candidates to the client company, with each candidate to be interviewed by the company's hiring manager during his visit to Houston. After meeting all five candidates, the hiring manager selected his new salesperson and the role was filled.