

# OUR MISSION AND VISION

In today's world, it is important to work with a company that you can trust who specializes in the things you need the most. Global Edge Recruiting offers recruiting services nationwide and around the globe. Our clients range from well-funded start-ups to Fortune 500 companies. Because of our superior service, many of our clients have used Global Edge as their sole recruiting partner.

The offices of Global Edge Recruiting are located in the Midwest near Springfield, Missouri, centrally located in the United States to serve our clients nationwide. Founded by Denise Wilkerson in 1997, Global Edge Recruiting is as an executive search firm committed to the search and recruitment of top sales, marketing and management professionals for clients within the pharmaceutical, medical device, dental, veterinary and biotech industries.

Our mission is to be a valuable member of your hiring team. Our recruiting staff will bring a wealth of knowledge and enthusiasm to each and every search, along with strong backgrounds in human resources, sales, management and health care. We understand your business and what it takes to promote your products or services.



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**NATIONWIDE RECRUITING  
FOR MEDICAL DEVICE,  
PHARMACEUTICAL,  
BIOTECHNOLOGY,  
VETERINARY, DENTAL,  
AND GENERAL  
HEALTHCARE SALES**



## FAQ:

### What types of positions does Global Edge recruit?

We recruit for all positions in the medical device, pharmaceutical, biotechnology and medical sales industry. We specialize in recruiting executive level, marketing, medical, and pharmaceutical sales candidates.

### How is Global Edge different than competitors?

Many firms recruit by advertising on job boards. At Global Edge, we recruit candidates through our own unique network and referral sources. Many of our candidates will not be available through traditional job board services.

### What are your fees?

Our fees are employer-paid. Global Edge offers various types of recruiting options: contingency, containment, and retainer. Fees are typically based on the number of positions recruited and the total amount of resources utilized in the search.

## WHAT WE OFFER

### Customized Service

We take time to learn about your company, its mission, product lines and your objectives so we can adapt our services to meet your needs. We offer a customized search and recruitment process with quick and accurate results.

### Qualified Candidates

Our team of research specialists will work diligently on your open position to provide you with candidates that match your preset qualifications. Candidates are pre-screened through our exclusive interviewing and hiring method.

### Specialized Recruiting

Our primary focus is recruiting qualified candidates who have specific backgrounds within the medical and pharmaceutical industry, as well as candidates with more general sales experience. We have made this our specialty so that we can offer our clients the benefits of working with a niche company.



## SEVEN REASONS TO WORK WITH US:

### 1. Established Recruiting Process

We established a ten-step search process with a proven track record for successful placements.

### 2. Speed

Our average sourcing time is 7-10 days for locating, pre-screening and presenting candidates to our clients.

### 3. Accuracy

90 percent of candidates we present were provided face-to-face follow-up interviews by our clients.

### 4. Accepted Offers

98 percent of all offers presented to our candidates were accepted.

### 5. Longevity

90 percent of candidates we placed continue employment with our client companies for at least three years after the initial date of hire.

### 6. Quality

88 percent of our candidates are considered top performers or have moved into management level positions within three years from the date of hire.

### 7. Access to Candidates Outside of Normal Networks

We provide qualified candidates through our unique networking strategies. Our recruiters will work hard to locate candidates with the specific skill sets, background, and education your company desires.