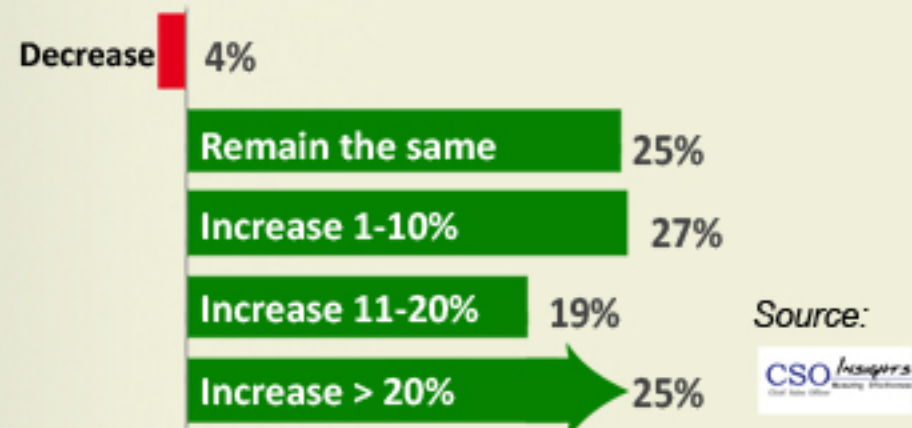


Inside Sales Hiring Market Snapshot

2011 Planned Change in Sales Force Size



2009 - 2011 Job Growth

"Inside Sales" Jobs

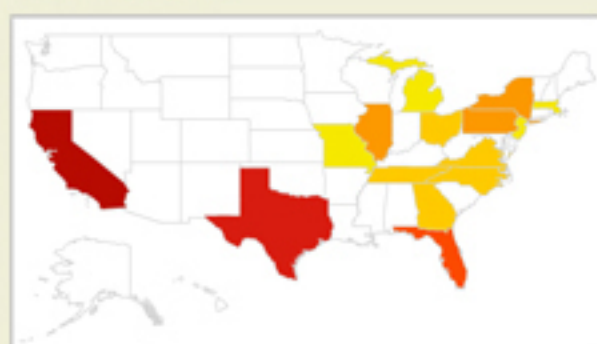


"Lead Generation" Jobs



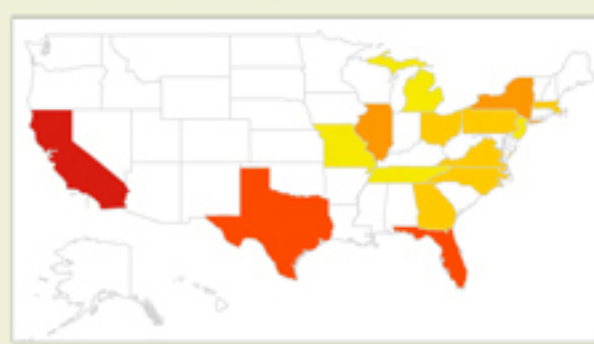
Jobs Posted by State

Inside Sales



Top Cities
Atlanta
Chicago
Dallas
Houston
Los Angeles
New York
Sacramento
San Antonio
Tampa

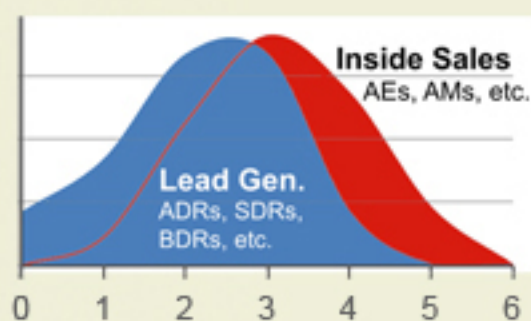
Lead Generation



Top Cities
Atlanta
Boston
Chicago
Dallas
Houston
Los Angeles
New York
Phoenix
Philadelphia

Preferred Years Sales Experience

(From Job Descriptions)



Most Frequent Words in Job Descriptions

Inside Sales

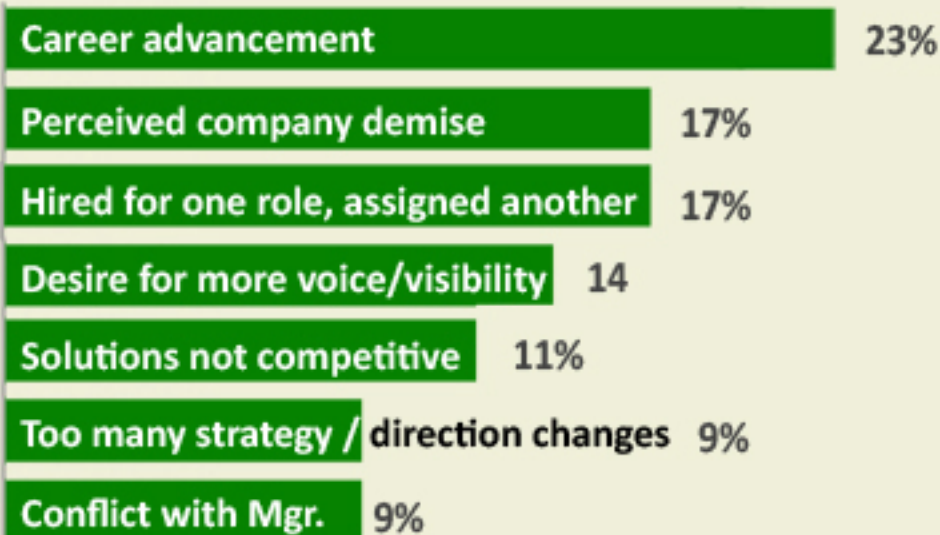


Lead Generation

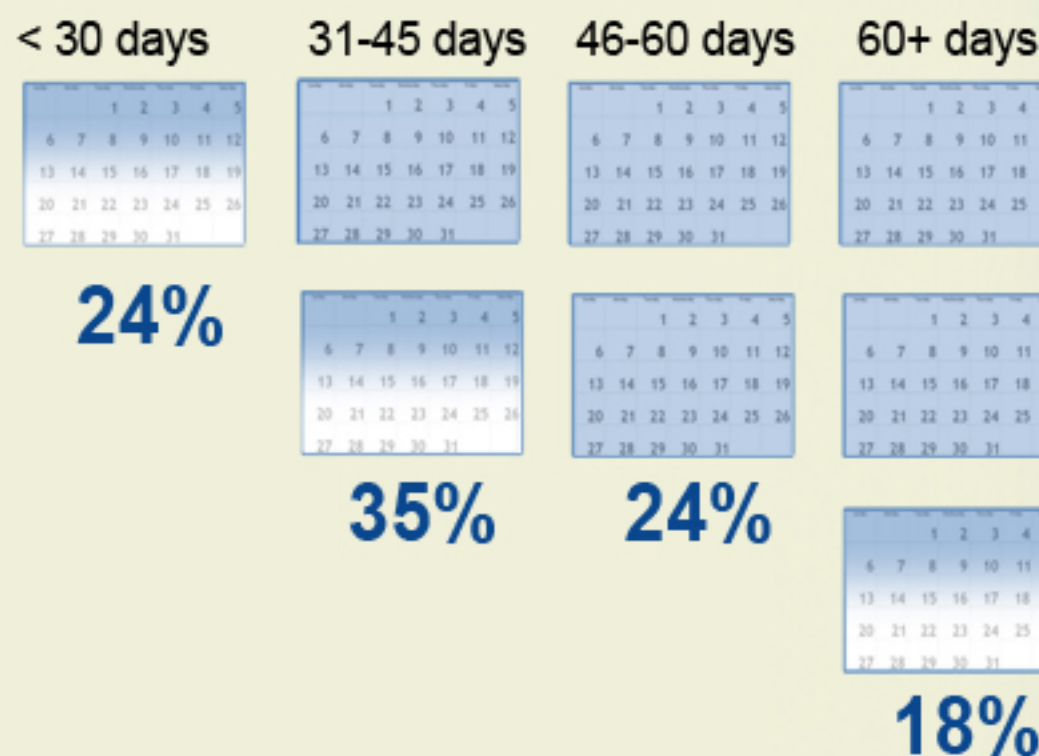


Survey results: Motivations for Employees Leaving

(excludes layoffs & financial motivations)



Poll data: Average time from req-to-hire



2011 Change in Sales Force Size - CSO Insights
<http://www.csoinsights.com/Publications/Shop/telemarketing-inside-sales>

2009-2011 Job Growth - Simply Hired
<http://www.simplyhired.com/a/jobtrends/home>

Jobs by State, Experience & Words - The Bridge Group, Inc. (original research)

Motivations for Employees Leaving - Xtra Effort Solutions
<http://xtraeffort.com/blog/2011/03/xtra-efforts-study-on-the-7-most-controllable-motivations-for-employee-exodus/>

Average Time to Hire - The Bridge Group, Inc. (original polling)

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