

Results from our LinkedIn sales & hiring poll show today's market has certainly changed.



50% of small businesses report it is **harder** to find qualified people **to hire** compared to a **year ago**.



Are you having a hard time filling your sales roles?

74% Say Yes

26% of those surveyed have never used a recruiter to fill a sales role.

Do you think in-person sales is a thing of the past?

Yes = **13%** No = **73%**

13% Say it's undetermined

60% report seeing a downward trend in people choosing sales as a career

