

# Hiring & Selection



Watch [John Glennon](#) from the Sandler Training as he discusses issues with hiring and selection, specifically:

1. Crafting a quality job posting
2. Explaining what gets a candidate to the front of the line
3. Selecting candidates
4. Testing as a selection criteria

[Cost of a Bad Hire Calculation Sheet](#)  
[HiringAnd SelectionHR INSIDER SEPT2014](#)

John Glennon is an authorized licensee of Sandler Training® in the Interior of British Columbia.

John is an accomplished sales person and manager with over 17 years sales and sales management experience. Beginning in sales in 1990 as a sales representative, he progressed to territory manager, sales manager, division manager and national sales and marketing manager roles throughout his career.

In 1997, John became a student of the Sandler Selling System®. This introduction changed his sales career and over time propelled John and his career to new heights.

Successful in accelerating growth through strategic leadership, John knows first hand the value of a sales training approach that follows a learning philosophy of ongoing reinforcement. He is experienced in driving the behaviours, attitudes and techniques required of an effective sales team.

Sandler Training is offered on a regular basis from training centers in Kelowna and Kamloops and through innovative distance learning programs to the rest of the BC Interior. [/author]