

Getting the right people in the pipeline

Hired

LATCH

Latch is changing the way people open, manage, and share the spaces that matter — letting residents unlock their door with a smartphone, keycard, or code, and share temporary access with visitors and service providers. Latch values top talent and believes you can have the best idea in the world and it can be the perfect time to disrupt a space, but if you don't have the right people then you will not be successful.

The Goal:

Build out a talented and vetted sales team

Before using Hired, Latch had two big challenges: build brand awareness and grow their full sales team quickly and efficiently. In order to reach their next level of growth, Latch needed a tool to allow their small recruiting team to quickly scale up the sales team.

The Solution:

Smarter sales sourcing

Facing exponential growth, Latch needed a partner that would rapidly expand their hiring pipeline. With Hired's unlimited hiring option, Latch quadrupled their sales team in just one year — all while reducing their cost per hire.

The Future:

Reliable, high quality talent

Latch continues to leverage Hired's technology and diverse candidate pool to hire for volume, expertise, and for a positive ROI. Hired provides the full scope of talent with the goal of helping Latch make impactful hires, who continue to be top performers to date. By using our platform, Latch has truly been able to open the door for maximum growth and talent.

8 active recruiters & hiring managers

250+ interviews

80% hire retention

(Since 2018)

Roles we filled:

Account Executives:

1–2 years exp.

Customer Success Mgrs.:

1–3 years exp.

National Account Mgrs.:

2–4 years exp.

Territory Sales Mgrs.:

3–6 years exp.

Key Account Directors:

10+ years exp.

It's amazing how quickly we've been able to grow our team and how successful we've been. I really do attribute a lot of that success to [Hired].

I've interviewed a lot of salespeople. When I joined Latch, there were three people in our whole sales org today there are around 50. You can really imagine how many salespeople that I spoke to in the past 3 years, and I would say some of our top performers came from [Hired].

Jessica

Recruiting Manager,
Latch