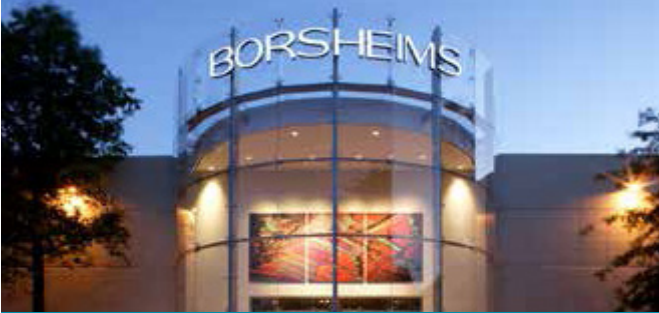


INDUSTRY: Retail | HOME OFFICE: Omaha, NE | EMPLOYEES: 250 | WEBSITE: borsheims.com

## Background



In 2008, Borsheims' hiring process was entirely paper-based. With a desire to find quality sales candidates, the company sought an assessment tool to help them achieve their goal.

## Solutions



Corvitus' experience with hospitality and service-focused companies provided what Borsheims needed. Initially, Corvitus provided assessments for sales positions only. Today, they provide assessments for all hourly, management, and corporate positions. To ensure the assessments targeted the specific skill sets Borsheims desired, the company participated in a Validation Study to determine which assessments relate to performance and should be used for hiring.

## Results



"Corvitus assessments help us to focus on the top candidates by weeding out candidates that aren't a good fit. The assessments save us time and money by eliminating candidates that don't possess the qualities we need. The assessments are definitely valid and help streamline the hiring process to get quality candidates."

## KEY HIGHLIGHTS

*"The Corvitus team we worked with was really great. They customized the things we wanted, including communications for email blasts. We love that we can make it look like a Borsheims' process."*

*"Corvitus assessments help validate what we are all about as a company. Corvitus is very knowledgeable, adaptable, and responsive."*



Jodi Longmeyer  
Sr. Employment & Benefits Specialist

*"The sales assessment helps us determine if someone is driven and can close a sale. It also targets top candidates that have empathy, great customer service skills, and solid follow-through."*