



Innovative Employee Solutions

FOR IMMEDIATE RELEASE

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(not for publication or broadcast)

**Innovative Employee Solutions Takes Home Top Honors at
2017 Sales & Marketing Leadership Awards**

*Annual award ceremony recognizes
San Diego's top human resource talent in the San Diego region*

SAN DIEGO – Oct. 16, 2017 – [Innovative Employee Solutions \(IES\)](#), a San Diego-based nationwide provider of outsourced payroll and human resources (HR) administration services, is pleased to announce Business Development Manager Sean Ring received top honor for “Sales Disruptor of the Year” and Vice President of Business Development Sara Jensen took home second place for “Sales Leader of the Year” at the 2017 Sales & Marketing Leadership Awards. Presented by Turning Point Executive Search, the prestigious annual awards recognize top San Diego County HR professionals.

Sean Ring

Since 2013, Sean has served as business development manager for IES – driving strong sales growth through new client acquisition with a relentless focus on win/win partnerships and giving back to his community. Two of IES' top ten largest clients have been closed by Sean, and he exceeded his sales goals in each of the last two years by 18 percent. Last year alone he contributed an estimated \$4.2 million of the new revenue brought in to IES.

Sean has developed countless relationships with key industry partners and has led the way in brand development as IES' face in the San Diego HR community. Sean holds his CCWP accreditation from Staffing Industry Analysts and was also recognized as a top millennial in the staffing industry by *Staffing Industry Review Magazine*. Sean is currently vice chair for the ASA Corporate Social Responsibility Committee. Additionally, he serves as director of membership for the San Diego Human Resources Forum and is also the chair of the IES Cares program for community outreach, coordinating a dedicated team of volunteer advocates in partnering with local San Diego non-profits like the San Diego Humane Society, San Diego Food Bank and Junior Achievement of San Diego County. Behind Sean's leadership the IES employee team volunteered more than 800 hours in 2016 across six non-profit organizations with an employee base of only 27 people.

Sara Jensen

As vice president of business development, Sara is responsible for developing the strategic vision and plan to achieve sales goals to further IES' business objectives. She also manages a high-performing sales team whose focus is on providing a consultative sales approach in order to find the best solution to fit her clients' needs. Six of IES' top ten largest clients were either closed or renewed under Sara's

leadership which equates to \$38 million in revenue for our company in 2016 or 48 percent of the total revenue. With Sara leading the sales force we have achieved our highest revenue of \$79 million in our 42-year company history.

About Innovative Employee Solutions (IES)

Since 1974, [Innovative Employee Solutions \(IES\)](#) has grown to be one of San Diego's largest women-owned businesses and has served as the Employer of Record for thousands of employers and recruiters nationwide, offering superior outsourced [payroll and HR administration services](#). IES' innovative, streamlined contingent workforce solutions consistently help clients save time and resources, increase revenue and reduce risk. The company services over 300 companies in the U.S. and Canada, and payroll for over 3,400 employees annually across a wide range of industries. IES was named one of San Diego's "Best Places to Work" for nine years in a row (2008 to 2016). For more information, please visit www.innovativeemployeesolutions.com, connect on [Facebook](#), [Twitter](#) or [LinkedIn](#), or call (858) 715-5100.

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