



THE HIRE BANK FOR DISTRIBUTION AND WHOLESALE

The employees your warehouse could never hire.

Not a person. A custom AI system that takes one of these jobs and runs it start to finish, order after order.

The rebates go unclaimed, the special orders get lost, and the margin leaks out one line at a time.

There are only three reasons a job never gets hired for. Under each one you'll find both sides of your business. Check every one that sounds like yours.

These aren't case studies. They're ideas, to show you what's possible.

● Operations

The money you already earned, leaking back out.

● Sales & Marketing

The money you never earned in the first place.

01 The job nobody wants.



02 The job you could never justify a salary for.



03 The job no human could ever do.



01

The job nobody wants.

Rebate claims, RMAs and special orders are the work nobody wants, so they wait until month end or fall through the cracks.

• Operations

The money you already earned, leaking back out.

- ☐ **A rebate clerk** who files every vendor rebate and ship-and-debit claim before the deadline passes

- ☐ **A cycle count clerk** who checks every cycle count against the system and finds why the bin is off

- ☐ **A returns clerk** who works every RMA through to restock and vendor credit, before it piles up

• Sales & Marketing

The money you never earned in the first place.

- ☐ **A special order chaser** who chases every special order from vendor PO to customer pickup

- ☐ **A quote follow-up rep** who follows up on every quote your counter or inside sales didn't close

- ☐ **A product data keeper** who fixes every missing photo, spec and description in your web catalog

02

The job you could never justify a salary for.

Every distributor could use a pricing analyst and an inventory planner, but almost nobody your size can justify the salary.

• Operations

The money you already earned, leaking back out.

- ☐ **A pricing analyst** who checks the margin on every SKU, customer and price matrix, every week
- ☐ **A dead stock hunter** who finds every slow mover and gets it returned or sold before it goes dead
- ☐ **A reorder planner** who resets min and max on every SKU from real demand, every month

• Sales & Marketing

The money you never earned in the first place.

- ☐ **A small-account rep** who checks in with the hundreds of small accounts no rep has time for
- ☐ **A cross-sell analyst** who finds the product lines each customer should be buying from you and isn't
- ☐ **A co-op funds manager** who spends every vendor co-op and marketing fund before it expires

03

The job no human could ever do.

No one can watch every SKU, every price and every account at once, every day.

• Operations

The money you already earned, leaking back out.

- ☐ **A margin watcher** who spots the one SKU out of 40,000 whose cost went up and price didn't

- ☐ **An invoice auditor** who checks every vendor invoice and freight bill against the PO and quote, not a sample

- ☐ **A shrink watcher** who reads every adjustment, return and count to find where stock goes missing

• Sales & Marketing

The money you never earned in the first place.

- ☐ **A buying-drop watcher** who spots the account whose orders are quietly slipping, before they leave

- ☐ **A reorder reminder** who knows when every customer is due to reorder each SKU, and asks first

- ☐ **A quote checker** who catches every quote priced under cost or off the matrix before it goes out



**Every one of them shows
up at 3 a.m., never forgets,
and never calls in sick.**

Joshua Boswell, Founder, Strahes

Book a 30-minute Sit-Down: strahes.com/sit-down

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