

A career revitalized in Mexico City thanks to people-centric hiring



Maria Castro Lopez

POSITION:

Sales Team,
Ingram Content Group

HOME BASE:

Mexico City

COMPANY HQ:

La Vergne,
Tennessee

Maria Castro Lopez has worked for Ingram Content Group since 2017, when the company hired her via Global Employment Outsourcing (GEO). She had the perfect mix of technical knowledge and skills for a customer-facing sales role, including native fluency in Spanish. Without an office in Mexico, the U.S.-based company considered Maria for gig employment, but that route would have resulted in her losing certain benefits, as well as complicated her tax filings. In order to hire her on a permanent basis with all of the standard perks and benefits, Ingram partnered with GEO as the employer of record.

The relationship has been a win-win: Ingram Content Group nabbed the worker it hand-picked for the job, and Maria landed a role that has allowed her to thrive in a new career. “I wasn’t growing at my previous company,” Maria says. “GEO saved my life.”

“I’m very happy. I’ve grown this market with my boss. We’re doing great work. It wouldn’t have been possible if we hadn’t found GEO.”

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