info CheckPoint

How A Talent Recruiter Boosted Recruitment Efforts by 40% in 2 Months

For instant sales support

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The Company

Client based in Missouri is a leading top level talent search firm for IT, Accounts, Finance and procurement industries. They assist in companies' end-to-end hiring process. Their strength lies in the fact that their services are highly customized to the specific business needs of the client.

They have a sales team that contacts thousands of prospects from various industries around the globe for recruitment purpose. They were getting profiles but most of them were outdated and not of remarkable quality. Thus, the profile screening process was time consuming and did not generate proper results.

The Challenge

The profile screening process had proved to be time consuming and expensive for the client, as the recruitment process was not fast and cost effective. They had large amounts of data which were out-of-date, incorrect or incomplete. Moreover,

- They wanted around 500 top level executives from various industries like IT, Accounts, HR and Finance to meet their recruitment needs

- The list was needed immediately to cater to their clients

- The missing fields in the lists were required to be filled immediately. First and Last Name, Designation (CEO, COO, Director, VP, MD, etc.), Job title, official email id, phone number, fax number, SIC code were required for the campaign

- They wanted lists of executives from top ranking companies, startups and mid-tier ones

> After the final database was downloaded, we made 40% more recruitment in a span of 2 months. The profiles were highly accurate and fresh and the interviewees were apt for the profiles. Thank You so much Info CheckPoint.
>
> Jerry Thomson,
> Recruiting Head

The Solution

Database expertise and accuracy were the main reasons why they signed up with Info CheckPoint. Info CheckPoint known for its instant search on people, industry and companies was the best choice for the client. Client signed a year'ssubscription from Info CheckPoint from which they gained:

- Accurate contacts of decision-makers like Directors, CEOs, CFOs, fresh graduates, researchers and analysts, from various domains

- They downloaded over 10,000 executives' details from IT, Accounts, HR and Finance to build a robust profile database

- They could easily contact the candidates as the data was verified and included information about executives from small to large-tier companies as required

- With easy search and save options, they could segment their list as per the requirement and could even append the missing information in their pre-existing list

The result helped client boost their candidate recruiting efforts by 40%. They also observed:

- 35% rise in quality candidate pool

- 45% decrease in email bounces

- Decrease in the time and cost involved for lead generation

- Increased process efficiency, as ready to use business data prevented the sales team to contact thousands of dead records

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