


Case Study: Multi-level Candidate Screening

 **Geography**
North America

 **Sector:**
IT

 **Client:**
A full-service
employment company

Challenges:

- Conducting multi-level candidate screening, which includes video interviews, state ID checks, and testing through Hackerrank, for their client.
- Securing offers from newly implemented clients.


Our solutions:

- Partnered with the client to identify preferred domains and align the delivery team accordingly.
- Provided comprehensive training and effective pitches for recruiters to:
 - Address their client's candidate screening requirements.
 - Persuade candidates to complete tests within deadlines.

Results:

- Achieved 15 offers within the specified timeframe with a team of 3 recruiters.
- Secured 13 successful placements, including:
 - 1st ever placement on key account
 - 5 placements with key accounts like Microsoft.
 - 3 starts with First American.
 - Placements on Big BR jobs for their client.
- 90% offer conversion rate (only 10% fall-off in 2023).

Key metrics

 90% Offer Conversion
Rate (2023)

 13 Successful Placements
from 15 Offers

 1st Placement Secured on
a key account

Replicate this success in your business as well. Write to us at info@imspeople.com