



## Achieved a 54% Increase in Total Placements Through Out-of-Hour Support

### Geography

United States

### Industry

Multi-Sector

### Service

360 Recruitment

### Client Tenure

12+ Years

### Case Study Period

12 Months

### Team Size

45 Resources

### Client Profile:

A recruitment agency specializing in diverse talent acquisition, working with Fortune 500 clients across various industries.

### Solution:

- Designed customized workflows for each MSP account, ensuring alignment with specific client requirements.
- Adjusted offshore team schedules to overlap with onshore working hours and included weekend shifts to meet critical deadlines.
- Implemented a rejection tracking process to identify trends and improve sourcing strategies.
- Managed end-to-end recruitment solution to provide high-quality shortlists for the onshore team.
- Maintained regular sync-ups with account managers and provided transparent updates via reports and dashboards.
- Built a scalable team capable of adapting to fluctuating hiring demands while supporting niche and high-volume roles.

### Client Objective:

- Expand candidate placements within MSP programs to capture a larger market share.
- Identify and implement cost-effective recruitment solutions for high-volume hiring needs.
- Minimize time-to-fill for open positions and improve responsiveness to strengthen MSP program performance.
- Source and deliver the candidates to ensure successful placements.

### Impact:

- Placed 407 professionals in multi-sector roles.
- For a detailed breakdown, refer to the table on Page 2.\*



## 2024 Performance Data

Month	Job Requisitions	Submissions	Interviews	Placements
Jan	289	608	58	23
Feb	284	614	69	27
Mar	286	665	72	28
Apr	277	694	64	28
May	241	674	90	33
Jun	219	516	74	31
Jul	279	605	90	34
Aug	235	616	86	39
Sep	251	707	85	54
Oct	227	741	99	47
Nov	207	560	57	33
Dec	185	521	58	30
Total	<b>2,980</b>	<b>7,521</b>	<b>902</b>	<b>407</b>

