

Scaling the Professional Industry with 142% more Starts through VMS and Recruitment

PARTNER PROFILE

A nationwide US staffing firm with over 50 years of industry experience, known for its community-focused delivery model, and customized staffing solutions across multiple blue-collar domains in both the private and public sectors.

BUSINESS OVERVIEW

Sector: Professional & Commercial

Location: United States

Size: 500–1,001 employees

PROBLEM STATEMENT

- Slow hiring cycles across every recruitment stage
- No proactive pipeline - reactive, not strategic
- VMS submissions were inconsistent and error-prone
- Fraudulent and unqualified candidates slipping through
- High overhead with no scalable support model

Engagement Period: 12 Months

Services Delivered: Recruitment & VMS

Roles Filled: Accountants, Data Analysts, HR Generalists, Inside Sales Reps, Marketing Managers, Project Managers, Product Managers, Procurement, Recruiters, and more

SOLUTION DELIVERED

- Deployed a 3-member dedicated team in 2023 and introduced a VMS coordinator for direct submissions into the VMS
- 90% job coverage across all active VMS requirements using the IMS candidate database
- Standardized evaluation criteria, structured data storage, and rigorous screening protocols for fraud-proof screening
- Reduced overhead by providing IMS database that includes full access to Dice, Monster, CareerBuilder, ZipRecruiter, and LinkedIn Recruiter

IMPACT

3 → 6
Team members in
Professional vertical &
30+ FTE in team

1.1x & **1.4x**
Growth in Offers Growth in Starts

7.6
Starts per recruiter

Ready to scale your workforce?

Partner with us for reliable end to end recruitment solutions.

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