

**Offshore Recruitment Services:** USA  
**Sector:** Healthcare  
**Client:** Locum HealthCare Recruitment Company

**Challenges:**

- Client had a critical need to attract, recruit and place compliant, ready physicians for numerous permanent positions throughout the United States
- The client's current database contained a limited number of candidates, plus incomplete or inaccurate information
- IMS was engaged to update the current database and also generate new and qualified physician candidates

**Our Solution:**

- Three IMS recruiters with Healthcare backgrounds were dedicated to the project. Each received IMS and client training to ensure consistent messaging and adherence to quality control
- IMS designed a shift schedule that allowed the recruiters to contact existing database candidates within the required time frame, client had provided us the access rights to their database
- Each recruiter shift of 10 hrs per day ensured that all time zones were covered and calls were made on both weekdays and weekends to facilitate a higher connect rate

**Results:**

- Provided client with an updated and expanded list 141 qualified, interested and available physician candidates who could immediately be marketed for specific positions
- Collected 8-9 documents per doctor required to ensure candidate's compliancy
- Added new active candidates by sourcing from and screening through various social media, networking sites, physician web portals & job boards
- Conducted database maintenance and updates on a regular basis

**HEAD OFFICE**

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