



Case Study: Job Order Posting

Key Highlights

Increased the fill rates by 14%

Posted approximately 2500 shifts across 600 job orders

Geography:
UK



Sector:
Healthcare



Client:
Leading
Healthcare
Recruitment Agency



Client Challenges:

- The client experienced issues in tracking and record newly available jobs/shifts on their email accounts, leading to incomplete, out of date CRM systems and many missed opportunities to fill roles.
- Recruiters were investing too much time trying to track each open opportunity, resulting in missed opportunities and a low vacancy fill rate.

Our Solution:

- IMS People Possible provided a team of 4 resources to track all incoming job orders by the continuous monitoring of the central email box and posting them onto the CRM in real time.
- The team picked up new job orders sent through emails on a first-come first-serve basis, posting jobs on the CRM system and populating each mandatory field to avoid any gaps in information.
- Within the first 90 days the IMS People Possible team achieved a rate of 30 seconds per job order, to upload to the CRM.
- The team ensured that jobs were posted on the same day, even in events of major spikes and defined a set criterion based on job priority.

Results:

- The team have consistently posted, on average, 10,000 job orders with a breakdown of 45,000 to 50,000 locum shifts per month.
- The team posts approximately 2,500 shifts on to the system across 500-600 job orders (each job order has multiple shifts).
- The support IMS People Possible's team provided has helped the onshore recruiters ability to quickly search and find jobs on the CRM, and match them to candidates, increasing their productivity and fill rates by 14%.

Disclaimer:

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