

Talsco Sources 70 Quality Candidates in Hours Instead of Days

 Talsco Success Story



Company Profile

Talsco Inc. is an IT Executive Search Firm serving companies across the United States.

Challenge

Find the best passive candidates in niche technologies not found in their candidate database.

Broadlook's Solution

Profiler
Diver
Eclipse
Contact Capture

Results

With two recent niche job orders, Talsco was able to identify 70 qualified candidates in a matter of hours instead of days.

Company Background:

Talsco Inc. is an IT Executive Search Firm serving companies across the United States. With the business marketplace becoming more competitive and the advancement of technology requiring specialized skills, the goal of Talsco Inc. is to bring the very best talent and the most successful companies together. They serve companies across the United States with a focus in the Midwest by offering direct hire and high value consulting services.

Challenge

Talsco has historically leveraged its deep database of contacts to support their client's needs. As the technology job market and economy has evolved, it has been increasingly more important to be able to respond to the changing needs and new technology niches. Having a deep database and access to the job boards in this environment is no longer a successful formula.

Today, to meet the needs in the technology market, it is critical to identify and connect with the very best candidates, who are often currently employed in a specific technology niche. Talsco knew that corporate web sites, forums, social networks and other Internet sources held the critical information they needed, but how to efficiently leverage these sources in their process was daunting.

Solution

Talsco knew the Internet held the vital data they needed to find and connect with the best candidates. They turned to Broadlook for the tools and best practices to bring the Internet into their sourcing process.

Based on the Talsco's needs, Broadlook proposed a solution that included Profiler, Diver, Eclipse, and Contact Capture. This combination provided the company with the ability to tap corporate websites, newsgroups, forums, and publically indexed social networks to find and connect with the very best candidates in specialty technology niches.

Results

Mr. Patrick Staudacher, President of Talsco, has been a Broadlook customer since 2005. When asked why he chose Broadlook, he commented, ***"With the explosion of information, it is too easy to get paralyzed and just do what you have always done. We know that in order to succeed, we could not fall into that trap. We needed a company that not only had the best tools to accelerate our efforts, but the training to help us really make it part of our process."***

When asked to quantify the impact to his business, Patrick had this to say: ***"For two recent job orders, we have been able to identify 70 qualified candidates. These candidates were not in our database and needed to have a very specific skill. Using Broadlook and the methods they teach, we identified great passive candidates and our efforts could be measured in hours, instead of days. The combination of the right tools and training makes all the difference."***