



## SOURCING AND PIPELINING SOLUTION

### THE CHALLENGE

Centric Consulting's core business is to provide clients with Technology or Business solutions to help implement and achieve their internal goals. They were feeling the pain of a competitive hiring market from both fronts as they had increasing customer demands and not enough recruiting and sourcing support internally. Due to internal red-tape, they were limited on sourcing and automation tools they could invest in to help increase their candidate outreach efforts.

### THE APPROACH

Once engaged, JPI worked to build a sourcing and pipeline strategy that would effectively support their workforce planning for immediate and future hiring needs. JPI worked with Centric to build a sourcing pipeline of candidates to hand off to the internal recruiters for screening. Taking the heavy lifting of sourcing off the recruiters' plates saved time and allowed them to focus more on activities that produce ROI such as candidate calls, interview process, and manager interactions.

### THE RESULTS

Within the first 90 days, JPI was able to expand Centric's reach and message out to roughly 1,400 candidates. 90 Day Results: 30% candidate response rate to our campaigning and messaging efforts 72 candidates submitted to the internal recruiting team for further interviews.



[www.thejpigroup.com](http://www.thejpigroup.com)