



## FULL LIFE CYCLE SOLUTION

### THE CHALLENGE

TableSafe provides a secure at the table payment solution for the restaurant industry. They faced challenges of being a start-up in Seattle and struggling to compete against the high paying competitors. Unfortunately, when their HR Director gave notice, it left TableSafe with no internal recruiting function.

### THE APPROACH

Since JPI was coming in under a tight schedule to perform a knowledge transfer with the HR Director, it was critical we got our team up and running quickly. For this engagement we used an Account Manager, a Senior Recruiter, and a Sourcer to ensure the team could have an instant impact. Within a week, we were able to on-board, complete the knowledge transfer, and perform in-take calls with all hiring managers that needed support. JPI's responsibility was to work with the managers to prioritize their needs, perform full-cycle recruiting from sourcing through candidate qualification calls, schedule phone and in-person interviews, through offer stage. At the end of each week, JPI would provide the CEO and managers with an end-of-week report to highlight progress made for that week.

### THE RESULTS

Within the first five weeks, JPI was able to expand TableSafe's reach and message out to roughly 650 candidates. From this, we submitted 10 candidates to the hiring managers, 8 candidates interviewed, and 3 offers.



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