

How an Executive Search Firm used ResumeGrabber to Build Passive Candidate pipeline 5x faster



I am a big fan of ResumeGrabber.

ResumeGrabber is great at quickly adding resumes from websites and emails into our automated follow-up system.

I also highly recommend eGrabber for their customer driven attitude and professional treatment of their clients.

Doug Franklin,
*President, Epic Business Strategies,
Orlando, FL*

Q Hi Doug, can you tell us a little about yourself and your firm?

I started my Executive search business in 2004 and have been in the recruiting industry through the highs and the lows. We specialize in retained search & recruiting of mid to senior level positions which are "difficult-to-fill" in Sales/Marketing, Engineering, Supply Chain and Logistics domains.

Q What is your typical process for fulfilling your job orders?

We start with the position description from our client, then decide the search and the engagement strategy.

We then turn to LinkedIn and other networking tools for our initial candidate search. We also do a lot of direct calls to client's competitors to identify the right people to go after. That's where we seem to have the best results.

Q What were the challenges you faced when growing your candidate pipeline, before you adopted ResumeGrabber?

We are very organized and like to stay on top of many search assignments at the same time. We use a lot of automation to help us achieve this. For instance, we use ACT! for candidate tracking and for email marketing.

Before ResumeGrabber, we would enter the candidate's information into ACT! manually. We would probably finish 30-40 resumes by the end of the day. This process limited our search assignments and projects, making the workflow human-driven.

Q How did ResumeGrabber make a difference?

ResumeGrabber helps me simplify things. When you run your own business, you jump from talking to clients and doing marketing, then recruiting and then maybe do some accounting later in the day. So, it's always good to have as

much automation as possible, which allows you to think quickly through what you are doing by entering information automatically with a great tool like [ResumeGrabber JobSuite](#).

I use ResumeGrabber to grab specific profiles, append their email, and transfer them to my ACT! database. Now I have a solid set of passive candidates to reach out to.

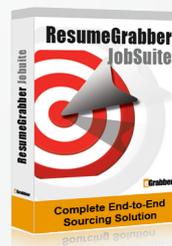
I easily add 150 candidate profiles a day to my ACT! database and have the automation take over from there. That's 5 times more than before. So, I am happy to be expanding!!

Q Why have you been an eGrabber customer since 2004?

ResumeGrabber fits my recruiting process like a glove. It works well with PDF, Word, and other document formats, better than its competitors. I like the ability to fill missing email. I like the ability to manage my parallel search assignments into project folders – I love being organized!

Second, I like eGrabber's responsive support team. They have been phenomenal and very prompt in getting back to us to make sure we are happy.

I highly recommend you guys! I just bought a second license.



[ResumeGrabber JobSuite](#) - mass imports resumes/profiles from job boards, social networks, search engine results, and more.

Use it to quickly build passive candidate databases effortlessly. The tool helps you to greatly speed-up online candidate sourcing, resume import and candidate research.

More Info : www.egrabber.com/resumegrabberjobsuite/

Free Trial : www.egrabber.com/resumegrabberjobsuite/trial.html

How can eGrabber speed up your hiring? Call us at (408) 516-4566 or Try for FREE.