

How the 3rd largest U.S. Insurer uses ResumeGrabber to speed up their Agent Hiring process by 4x



ResumeGrabber enabled us to import more candidate profiles, faster, from different sources and keep everything organized together.

We were able to increase the number of conversations with candidates by 4 times.

Donald Swanson,
President, Agency Operations,
Farmers Insurance,
San Diego, CA

Farmers Insurance Group of Companies, one of the US largest insurers serves more than 10 million households and is on expansion spree across 50 states.

Donald Swanson is the President of Agency Operations and is responsible for growing business in California. His team recruits new agents and trains them to run an Agency office.

Donald and his team had a **bottleneck** in their growth plans: The **candidate to agent hiring volume was too low**; this was because:

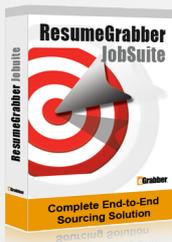
- ➔ The hiring team was able to work with only 100 candidate profiles in 4 days
- ➔ While his 2-member team used a popular Job Board and Social Networks for sourcing, manually extracting profiles was time consuming
- ➔ Besides, profiles from Social Networks did not have email addresses
- ➔ Also, they used Excel; they didn't have an ATS; this meant the team members had to constantly sync their contacts and therefore dealt with a lot of duplicates

After a short trial, Donald and his team at Farmers Insurance chose ResumeGrabber JobSuite.

The team felt ResumeGrabber was self explanatory and started using it without much training. eGrabber's Recruiter Helpdesk was easily reachable, for the few questions they had.

Results followed. **The number of conversations with candidates grew 4x times:**

- ➔ **The hiring team was able to import 100 candidate profiles in 5 minutes, compared to 4 days earlier**
- ➔ Candidates from Social Networks could now be emailed, because ResumeGrabber filled in the missing email addresses
- ➔ The team was able to simultaneously track Profiles from 3 different sources: Job Boards, Social Networks, and PC Folders
- ➔ As a bonus, the team found the Boolean scripts inside ResumeGrabber helpful in searching targeted profiles easily



[ResumeGrabber JobSuite](#) also made it easy to track email and phone conversations which the team had with candidates, in one place – it made us more effective as a team.

Michele,
Agency Business Consultant,
Farmers Insurance

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