

CASE STUDY 2

IN INCREASING REVENUE & EXPLORING A NEW VERTICAL

Our client is a technology staffing agency based in New Jersey, they have been around since last 12 years, having multiple offices around the US. The company was involved majorly supporting technology clients with limited exposure to healthcare vertical. Revenue was driven by SOW, Direct consulting & MSP clients. Client onboarded 6 new clients in the given year.

TEAM SIZE:

Onshore

- 12 Recruiters
- 1 Recruiting manager
- 5 Sales manager

Revenue

- \$57 Million

CHALLENGE

- Limited onshore team size to help with new onboarded clients
- Couldn't enter new markets
- Drive score up on scorecards & enter new clients

SOLUTION

- We provided them 8 full life cycle recruiters, 2 hybrid sourcers
- 4 recruiters offshore team focused on technology roles and 4 recruiters focused on their existing healthcare clients
- We took on all the administrative & recruiting functions for 6 of their clients
- We focused on providing a positive experience to the candidates

RESULTS

- With the help of the new offshore resource they started capitalizing on submitting quality candidates to the new client
- Within 1 year, the new team helped in driving healthcare revenue up by 122%, indirectly allowing them to enter a new market that wasn't focused on.
- With the distribution of work, the onshore team could focus on driving results for their national accounts and the offshore team focused on driving submission and offer ratio for their MSP accounts, which resulted in overall better scorecards.

BOTTOMLINE

- 3X ROI on offshore resources
- 32% increase in overall revenue
- Better Scorecard
- Entered new market segment
- Brought on new clients

Top Offshore talent, unrivalled cost

We are spearheading a revolution in the RPO industry, reshaping its landscape. We utilize technologies to their fullest potential, bringing you **ters.**



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