

## NEGOCIOS RECRUITING METHODOLOGY

Negocios have a team of great recruiting experts who have been servicing our customers across the globe in identifying the right talents. We have a team of around 110 across the globe supporting our customers and working on different techniques and tools to identify the right resources for our customer hiring needs. We mainly specialize in CRM, ERP and Business Intelligence space along with other key technology skills.



### Competence

- Less TAT
- Accuracy in Vetting
- Efficient Profile Skill Mapping
- The internal Database - TAR - The Absolute Recruitment.  
( Product powered by Negocios for Internal Recruiters with vivid database of resumes captured from the past 15 Years. )

### Recruiting Models

- Executive Search
- Contingent Recruitment
- Contract Staffing
- RPO
- Contract to Hire

### Why Negocios or Recruiting ?

- Experienced Associates
- Dedicated Team for each customers.
- Strong Vetting before presenting
- Account Management organization.
- Less Turnaround time ( TAT)
- TAR – The internal resume Database
- Social media recruiting.
- Less Backouts and No shows.

### Vetting Process

- Experienced Recruiters screen the profiles and send it to Resource Lead
- Resource Lead specialized in each technology / verticals speak with profiles and submit to Tech team.
- Tech team do a basic technical vetting and qualifies to Quality Team
- Quality team does LinkedIn / Corporate Email id check / FB profiling and qualifies to Account Manager
- Account Manager does a random check and submit to the client.

### Quality Team

- A Quality team that continuously and relentlessly qualifies each and every profile and save it to our internal database
- TAR. Checks the communication skills.
- Do the skill mapping
- Check the Relocation, Availability..
- Employer email address and sending email to confirm it back.
- LinkedIn Check and Education Background check.