USE CASE: EXECUTIVE SEARCH FIRMS

Capture & Use Search Experience in Pitches

Pitchly's library of applications help you overcome the disconnected data sources to demonstrate representative search information and content.
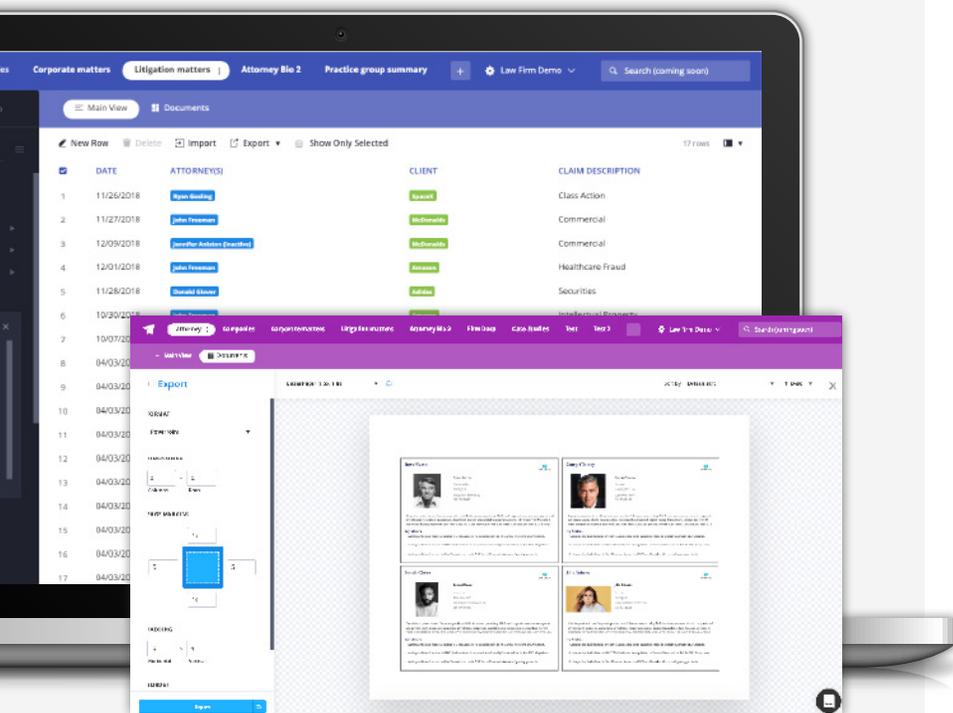
Executive search firms and their recruiters are connectors. They connect firms of all sizes to highly qualified candidates for senior-level, executive and C-suite positions. Similar to other professional services, they have to overcome disconnected data sources to create representative search content and insights to win new clients.

With Pitchly, they have one secure, online tool that serves as a database to record and locate search information. This data can also be merged and leveraged into representative searches for successful marketing and business development pitches.

SEARCH DATABASE   DOCUMENTS   FORMS APP

Pitchly Application	Solution	How it Works
Search Database	**SECURE, ONLINE DATABASE** Store **proprietary information** about completed searches in a secure, configurable online database. Your completed search data stays in your control from anywhere. Easily share and collaborate with your team and track the most relevant information on successful searches.	☑ Create records for searches with the relevant information – client name, search title, completion date, industry, job type, sponsors. Upload and save attachments, such as headshots, resumes, client logos, to the search record for safekeeping and to build a knowledge base for your growing team.
Documents	**REPRESENTATIVE SEARCHES PITCH MATERIAL** Showcase firm experience and high-profile completed searches with the Documents app. Easily create a **branded custom template that merges key information** about successful searches, such as client logo, search titles, client description, client industry, and more. **PROFILE RECRUITMENT CANDIDATES** Create **one-page summaries** of available candidates ensuring consistency and accuracy to information in seconds. Present this information in a pitch deck to inform prospective clients of the type of talent you work with.	☑ Once you find the most relevant search experience or candidate profiles, you can select and export to PowerPoint document to share with prospective clients. **Examples of how to present experience:** 1. Client logos on a PowerPoint slide 2. Present search experience as a tombstone displaying the client/company represented (as show to the right) 3. Recruiter biographies/CVs 4. Candidate profiles look similar to biography but include information about their experience, expectations, to present to client as a potential candidate for a job **P&G** *Procter & Gamble* VICE PRESIDENT OF MARKETING 2018
Forms	**EASILY MAINTAIN YOUR DATABASE** Allow your recruiters to easily enter a new search to your Pitchly Database from a smartphone or anywhere browser. Putting the database administrators in control of the information and letting recruiters get back to meeting prospective clients.	☑ Forms can be created and posted to a website or distributed via email. ☑ Database administrators review and approve entries to the database from the recruiters to the Pitchly Database.

Start Capturing Search Experience

With the Pitchly Database and Documents and Forms Applications, your recruiters can quickly enter new searches making the information available for your next pitch.

SCHEDULE DEMO ❯