

ENGAGE

Customer Success Story



Brilliant Recruiting powered by ENGAGE Talent

Dell is a Global Technology company with over 180,000 employees that empowers countries, communities, customers and people everywhere to use technology in order to realize their dreams. Dell is constantly in search for highly talented and customer-centric professionals in the areas of IT, enterprise sales, operations, and marketing. Effective talent targeting and engagement is essential for Dell's continued growth and success both now and in the future.

The Challenge

Dell is in constant search for highly talented individuals who can make an impact to the bottom-line as well as align with Dell's core values and customer-centric approach. Dell's biggest hurdle in the area of talent acquisition is finding professionals with a wide range of IT experience, especially in the focus areas of enterprise sales and sales engineering. There is such a shortage of these skill sets that Dell was in search of a new approach to sourcing and recruiting.

The Search

Dell set out to find a system that provided a more modern approach to sourcing and recruiting. To the Dell talent acquisition team, modern sourcing means having the necessary tools for better market research and intelligence, along with quick-search candidate functionality. In addition, Dell also needed to have access to potential job candidates who weren't always on LinkedIn in very specific technology areas and geographies.

The Selection

Immediately after seeing the Engage Talent Targeting and Engagement engine, the selection team at Dell knew that they found the right solution for their needs. With Engage, Dell is able to identify top candidates quickly across specific skill sets, locations, and industries.

"Engage is easy to deploy and use. Engage offers everything we need right outside the box. It gives us access to a whole new pool of candidates that we didn't know about before. Especially for hard to fill roles like enterprise sales and sales engineering." - Chris Hayes

"Engage Talent provides us a modern sourcing platform that gives fuel to our teams to gather the proper market intelligence we need to effectively do our jobs. We were impressed early on and continue to be impressed by their constant drive for innovation."

Chris Hayes

Senior Talent Acquisition & Sourcing Specialist

Dell

ENGAGETALENT.COM

HELLO@ENGAGETALENT.COM

1-855-435-6566

ENGAGE is honored and thrilled to have such a great champion in Dell. Start building a trusting relationship with your candidates by connecting the right candidate with the right opportunity at the right time with the right message.

That's Brilliant Recruiting.

REQUEST A DEMO