



## ENGAGE IS OUR ONLY TOOL FOR SEARCHING FOR CANDIDATES.

### The Sutton Group Case Study

The Sutton Group is a 16-year executive search firm driven to produce consistent results and find the best talent for their diverse manufacturing clients.

#### Summary

Many of the critical and niche positions needed for their clients are in high demand and can be difficult to find and engage in a job-change conversation.

Because the Sutton Group works closely with manufacturing firms that use Artificial Intelligence (AI) and Machine Learning (ML), they had a hunch that there may be AI recruiting technology available to help discover, target, and engage with quality talent.

#### GOALS



Take a more data-driven approach to find and deliver quality talent.



Improve recruiting operational efficiency, improve client experience, and grow business.



Quickly find quality candidates for niche positions.

#### Impact



The time spent searching for a candidate decreased from **8 hours down to 30 minutes.**



Able to present a list of key candidates to clients in **1/2 the amount of time**, resulting in more business.



Response rate grew significantly from **5% to 37%.**



Time saved searching for candidates, **opened opportunities to achieve other business objectives.**



Able to narrow down the number of tools used to find and reach candidates to just **one platform!**

“The speed at which we can find quality candidates using ENGAGE is unprecedented. It is a solution designed by recruiting experts for recruiters with intuitiveness and ease-of-use I have never seen before in the market.”  
Kevin Sutton