



Qualigence
International + Leading Search Firm

Qualigence Senior Recruiting Consultants worked diligently on the list of more than 5,500 names to identify and qualify passive candidates.



A leading search firm that specializes in search and development for management teams needed to comb through a list of more than 5,500 passive candidate names in order to identify, qualify and place financial consultants throughout the Northwest for a client.

The search firm selected Qualigence International to identify and engage with qualified candidates out of the provided list of more than 5,500 names under a tight time table. Additionally, the list of names was not clean of errors/dead ends prior to employing Qualigence to take on the task of sifting through to identify candidates and make contact, adding a unique challenge to the search.



SELECTION CRITERIA

The search firm was in need of identifying Financial Consultants that met the specified client criteria from a list of names provided to Qualigence International. Qualigence was tasked with assessing each candidate's qualifications and calling on them, providing full analyses and evaluation of each candidate's qualifications.

In particular, the firm was looking for key information from qualified passive candidates on the designated list, such as salary intelligence and production volume of each consultant within the industry. As the project progressed, the search firm narrowed down the qualifications, indicating that they required candidates who were top producers in the field and fell into the top production percentile. This narrowed down the candidate pool from 100% of the specified list to about 20%.



SOLUTION

Qualigence Senior Recruiting Consultants worked meticulously to identify qualified passive candidates out of the specified selection criteria and the provided list. Qualigence initiated conversation with several candidates daily, and several qualified names were submitted to the search firm for consideration per week.

In addition, Qualigence took an extra step to follow up with each candidate via phone call and email so that the client had full coverage of all candidate contact and feedback. Interested and qualified candidates were passed along to the search firm, pairing Qualigence candidate development with the search firm's internal recruiting efforts.



RESULTS

Qualigence worked closely with the search firm throughout the project, maintaining frequent feedback to manage expectations and results. Qualigence Senior Recruiting Consultants worked diligently on the list of more than 5,500 names to identify and qualify passive candidates.

In the end, Qualigence reached out to thousands of passive candidates in order to engage with and qualify top talent for the search firm. By being adaptable and flexible, Qualigence was able to successfully pass on a large volume of qualified Financial Consultant candidates, resulting in a hire for the client.



NEXT STEPS

With the large “warm lead” project a success, the search firm has recently chosen to employ Qualigence on a large research initiative in the coming months. This initiative involves as many as 30 banks to identify a Head of Retail Banking. The search firm has also successfully paired with Qualigence several times prior to the candidate identification project.

Uncover Your Next Great Hire

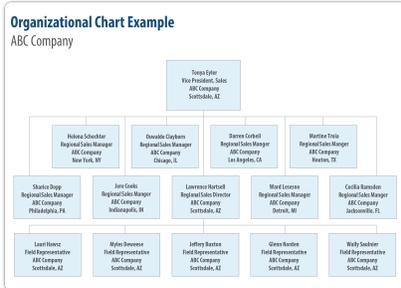
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**Qualigence
International**



Qualigence International



Qualigence International, the largest Recruitment Research and professional search firm in the US, proudly serves as a unique alternative to traditional retained or contingent recruiting models.

Recruitment Research Example

Region	Full Name	Last Name	Title	Phone	Cell	Work Email	Home Email	Work
ABC Company	John	Smith	Regional Sales Manager	(312) 555-4321		john.smith@abc.com		123 Main St, New York, NY 10001
ABC Company	Jane	Johnson	Regional Sales Manager	(312) 555-4322		jane.johnson@abc.com		456 Elm St, Chicago, IL 60601
ABC Company	Robert	Johnson	Regional Sales Manager	(312) 555-4323		robert.johnson@abc.com		789 Oak St, Los Angeles, CA 90001
ABC Company	Robert	Johnson	Regional Sales Manager	(312) 555-4324		robert.johnson@abc.com		101 Pine St, Houston, TX 77001
ABC Company	Robert	Johnson	Regional Sales Manager	(312) 555-4325		robert.johnson@abc.com		202 Maple St, Philadelphia, PA 19101
ABC Company	Robert	Johnson	Regional Sales Manager	(312) 555-4326		robert.johnson@abc.com		303 Birch St, Indianapolis, IN 46201
ABC Company	Robert	Johnson	Regional Sales Manager	(312) 555-4327		robert.johnson@abc.com		404 Cedar St, Boston, MA 02101
ABC Company	Robert	Johnson	Regional Sales Manager	(312) 555-4328		robert.johnson@abc.com		505 Spruce St, Scottsdale, AZ 85201
ABC Company	Robert	Johnson	Regional Sales Manager	(312) 555-4329		robert.johnson@abc.com		606 Fir St, Scottsdale, AZ 85201
ABC Company	Robert	Johnson	Regional Sales Manager	(312) 555-4330		robert.johnson@abc.com		707 Redwood St, Scottsdale, AZ 85201
ABC Company	Robert	Johnson	Regional Sales Manager	(312) 555-4331		robert.johnson@abc.com		808 Sycamore St, Scottsdale, AZ 85201
ABC Company	Robert	Johnson	Regional Sales Manager	(312) 555-4332		robert.johnson@abc.com		909 Cypress St, Scottsdale, AZ 85201
ABC Company	Robert	Johnson	Regional Sales Manager	(312) 555-4333		robert.johnson@abc.com		1010 Juniper St, Scottsdale, AZ 85201
ABC Company	Robert	Johnson	Regional Sales Manager	(312) 555-4334		robert.johnson@abc.com		1111 Willow St, Scottsdale, AZ 85201
ABC Company	Robert	Johnson	Regional Sales Manager	(312) 555-4335		robert.johnson@abc.com		1212 Hickory St, Scottsdale, AZ 85201
ABC Company	Robert	Johnson	Regional Sales Manager	(312) 555-4336		robert.johnson@abc.com		1313 Chestnut St, Scottsdale, AZ 85201
ABC Company	Robert	Johnson	Regional Sales Manager	(312) 555-4337		robert.johnson@abc.com		1414 Walnut St, Scottsdale, AZ 85201
ABC Company	Robert	Johnson	Regional Sales Manager	(312) 555-4338		robert.johnson@abc.com		1515 Olive St, Scottsdale, AZ 85201
ABC Company	Robert	Johnson	Regional Sales Manager	(312) 555-4339		robert.johnson@abc.com		1616 Peach St, Scottsdale, AZ 85201
ABC Company	Robert	Johnson	Regional Sales Manager	(312) 555-4340		robert.johnson@abc.com		1717 Plum St, Scottsdale, AZ 85201
ABC Company	Robert	Johnson	Regional Sales Manager	(312) 555-4341		robert.johnson@abc.com		1818 Apple St, Scottsdale, AZ 85201
ABC Company	Robert	Johnson	Regional Sales Manager	(312) 555-4342		robert.johnson@abc.com		1919 Pear St, Scottsdale, AZ 85201
ABC Company	Robert	Johnson	Regional Sales Manager	(312) 555-4343		robert.johnson@abc.com		2020 Cherry St, Scottsdale, AZ 85201
ABC Company	Robert	Johnson	Regional Sales Manager	(312) 555-4344		robert.johnson@abc.com		2121 Banana St, Scottsdale, AZ 85201
ABC Company	Robert	Johnson	Regional Sales Manager	(312) 555-4345		robert.johnson@abc.com		2222 Orange St, Scottsdale, AZ 85201
ABC Company	Robert	Johnson	Regional Sales Manager	(312) 555-4346		robert.johnson@abc.com		2323 Lemon St, Scottsdale, AZ 85201
ABC Company	Robert	Johnson	Regional Sales Manager	(312) 555-4347		robert.johnson@abc.com		2424 Lime St, Scottsdale, AZ 85201
ABC Company	Robert	Johnson	Regional Sales Manager	(312) 555-4348		robert.johnson@abc.com		2525 Grape St, Scottsdale, AZ 85201
ABC Company	Robert	Johnson	Regional Sales Manager	(312) 555-4349		robert.johnson@abc.com		2626 Melon St, Scottsdale, AZ 85201
ABC Company	Robert	Johnson	Regional Sales Manager	(312) 555-4350		robert.johnson@abc.com		2727 Strawberry St, Scottsdale, AZ 85201
ABC Company	Robert	Johnson	Regional Sales Manager	(312) 555-4351		robert.johnson@abc.com		2828 Blueberry St, Scottsdale, AZ 85201
ABC Company	Robert	Johnson	Regional Sales Manager	(312) 555-4352		robert.johnson@abc.com		2929 Raspberry St, Scottsdale, AZ 85201
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ABC Company	Robert	Johnson	Regional Sales Manager	(312) 555-4356		robert.johnson@abc.com		3333 Honeydew St, Scottsdale, AZ 85201
ABC Company	Robert	Johnson	Regional Sales Manager	(312) 555-4357		robert.johnson@abc.com		3434 Kiwi St, Scottsdale, AZ 85201
ABC Company	Robert	Johnson	Regional Sales Manager	(312) 555-4358		robert.johnson@abc.com		3535 Mango St, Scottsdale, AZ 85201
ABC Company	Robert	Johnson	Regional Sales Manager	(312) 555-4359		robert.johnson@abc.com		3636 Peach St, Scottsdale, AZ 85201
ABC Company	Robert	Johnson	Regional Sales Manager	(312) 555-4360		robert.johnson@abc.com		3737 Plum St, Scottsdale, AZ 85201
ABC Company	Robert	Johnson	Regional Sales Manager	(312) 555-4361		robert.johnson@abc.com		3838 Apple St, Scottsdale, AZ 85201
ABC Company	Robert	Johnson	Regional Sales Manager	(312) 555-4362		robert.johnson@abc.com		3939 Pear St, Scottsdale, AZ 85201
ABC Company	Robert	Johnson	Regional Sales Manager	(312) 555-4363		robert.johnson@abc.com		4040 Cherry St, Scottsdale, AZ 85201
ABC Company	Robert	Johnson	Regional Sales Manager	(312) 555-4364		robert.johnson@abc.com		4141 Banana St, Scottsdale, AZ 85201
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ABC Company	Robert	Johnson	Regional Sales Manager	(312) 555-4366		robert.johnson@abc.com		4343 Lemon St, Scottsdale, AZ 85201
ABC Company	Robert	Johnson	Regional Sales Manager	(312) 555-4367		robert.johnson@abc.com		4444 Lime St, Scottsdale, AZ 85201
ABC Company	Robert	Johnson	Regional Sales Manager	(312) 555-4368		robert.johnson@abc.com		4545 Grape St, Scottsdale, AZ 85201
ABC Company	Robert	Johnson	Regional Sales Manager	(312) 555-4369		robert.johnson@abc.com		4646 Melon St, Scottsdale, AZ 85201
ABC Company	Robert	Johnson	Regional Sales Manager	(312) 555-4370		robert.johnson@abc.com		4747 Strawberry St, Scottsdale, AZ 85201
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ABC Company	Robert	Johnson	Regional Sales Manager	(312) 555-4410		robert.johnson@abc.com		8787 Strawberry St, Scottsdale, AZ 85201
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ABC Company	Robert	Johnson	Regional Sales Manager	(312) 555-4423		robert.johnson@abc.com		10000 Cherry St, Scottsdale, AZ 85201

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We can also provide: LinkedIn URLs & Biographical Information

We're advocates of redefining talent acquisition, and empowering our clients with research and recruiting services that build business.

By leveraging methodologies beyond online search, we're able to provide clients with strategic information on the entire talent pool, better equipping them to put their talent strategies in motion.

Here are a few of our clients with whom we have the pleasure of partnering:

