

HOW CAN DIGITAL TRANSFORMATION ENHANCE COMMUNICATION AND EXPAND RECRUITMENT BUSINESS?

FREE
WEBINAR

AUGUST 4TH, 2022
(THURSDAY)

porters



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the recording



Agenda

- PORTERS Introduction
- Communication in Recruitment
- Digital Transformation in Communication
- Live Demo
- Takeaway points & Conclusion



Mission & Vision

[Mission]

Matching, Change your business



[Our Vision]

**To drive recruitment business
to greater heights through optimization
of human resource matching**

porters

Cloud based ATS/CRM

Changing the future of human resource matching

PORTERS Track Record

Established 2001
in Japan

Locations:
Tokyo, Osaka, Singapore

No.1 share of Japan
market

Recruitment Agencies

2,000+

Staffing Agencies

150+

Overseas
presence in
11 countries
(700+ Users)

Spring
Professional

PERSONNEL
CONSULTANT



PASONA

FSG | TG

DGS

WILLOF

OSSELNAJAYA



MEIKO GLOBAL

ALC ASIAN LEADERS CAREER

Activate Power of Fashion
IDA

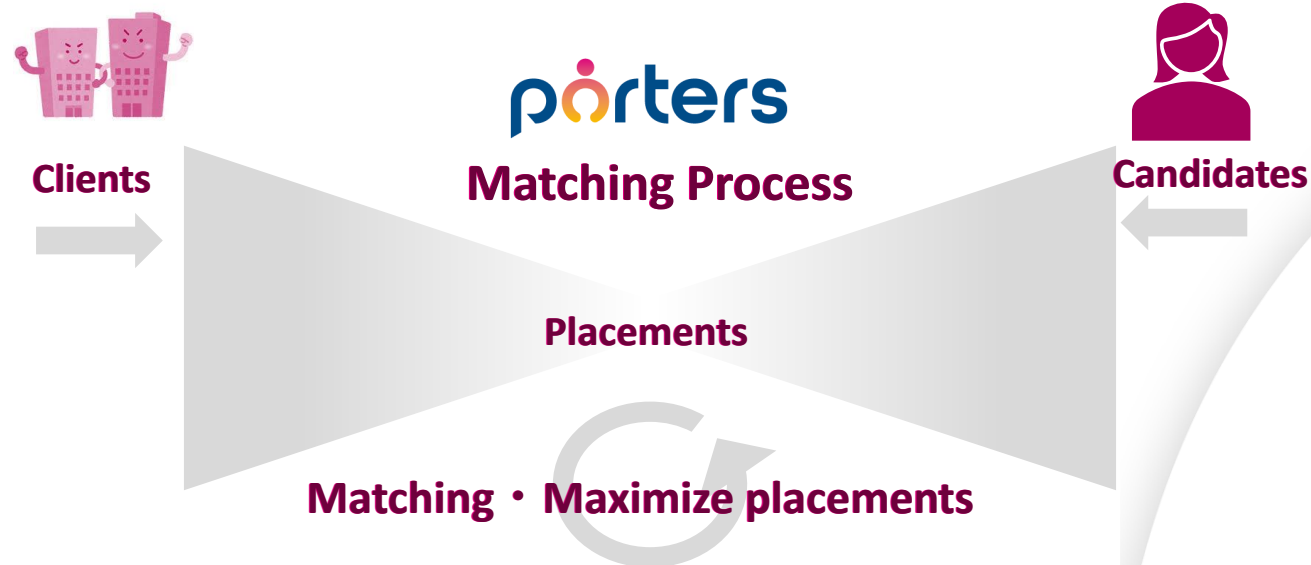
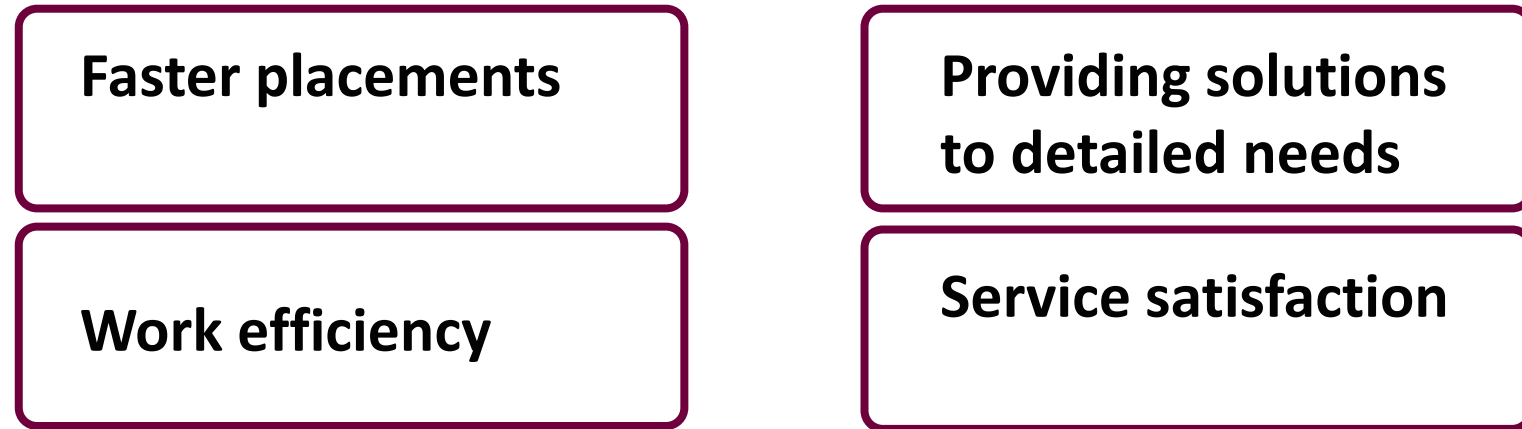
Crowd Works

REERACOEN
neocareer GROUP

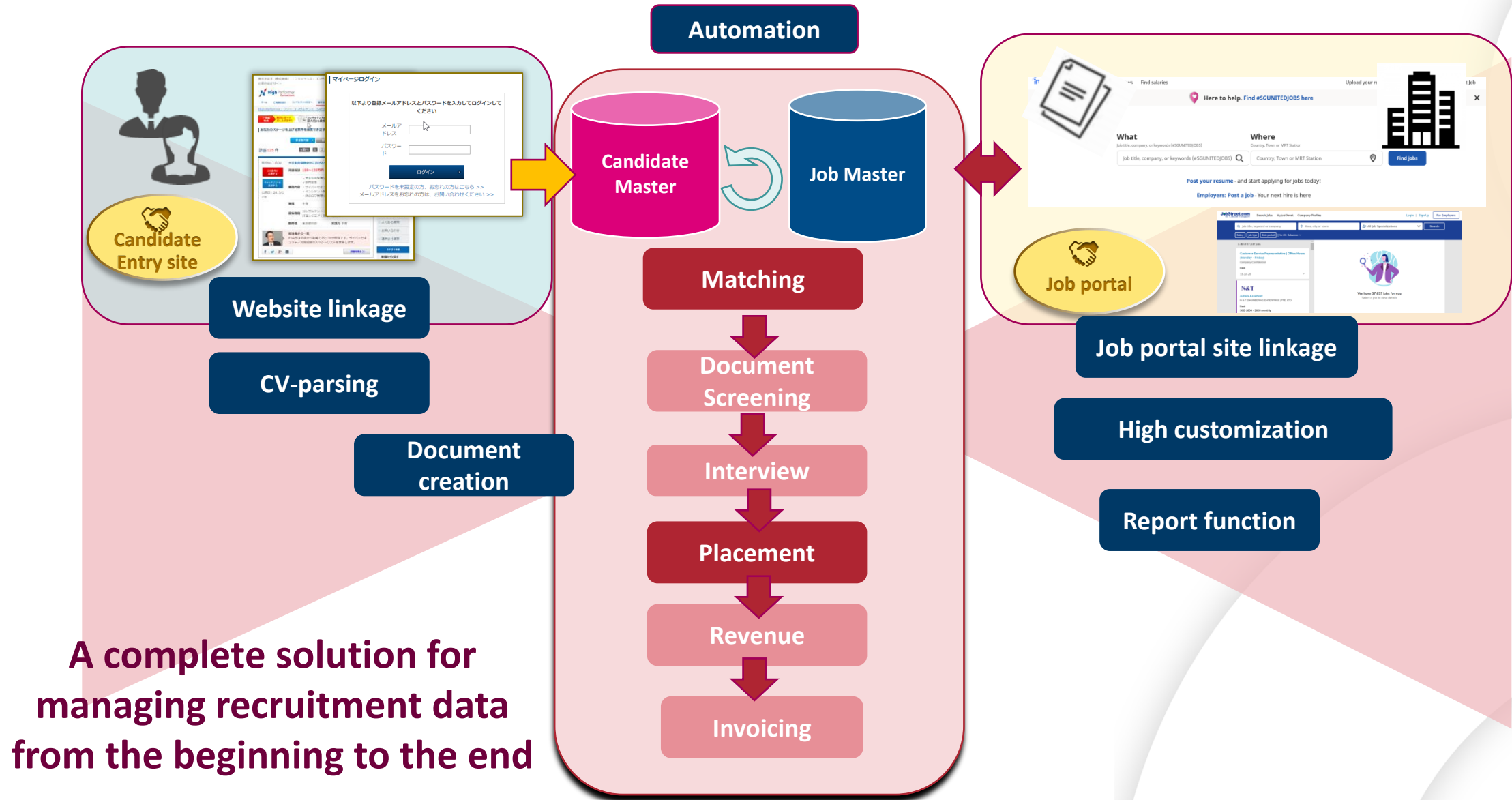
KOSAIDO HR VIETNAM
KOSAIDO HR VIETNAM COMPANY LIMITED

Revenue Expansion through Optimized Matching

- PORTERS ensures that users are a step ahead of their competitors due to:



Overview features : PORTERS



A complete solution for managing recruitment data from the beginning to the end

How Digital Transformation Can Enhance Communication

Recruitment Business Success Formula

SPEED



VOLUME



QUALITY

Quick response to clients' and candidates' requests

Provide the client and candidates with multiple options to select the best match

Best match, Satisfactory services, higher repeat contracts and referrals

How Digital Transformation Can Enhance Communication

SPEED



VOLUME



QUALITY

Business
Development
Candidate
sends

More JDs
More CAN sends
More On-going processes
More Placements

High precision
No oversight
Deliver beyond
expectation

One click access

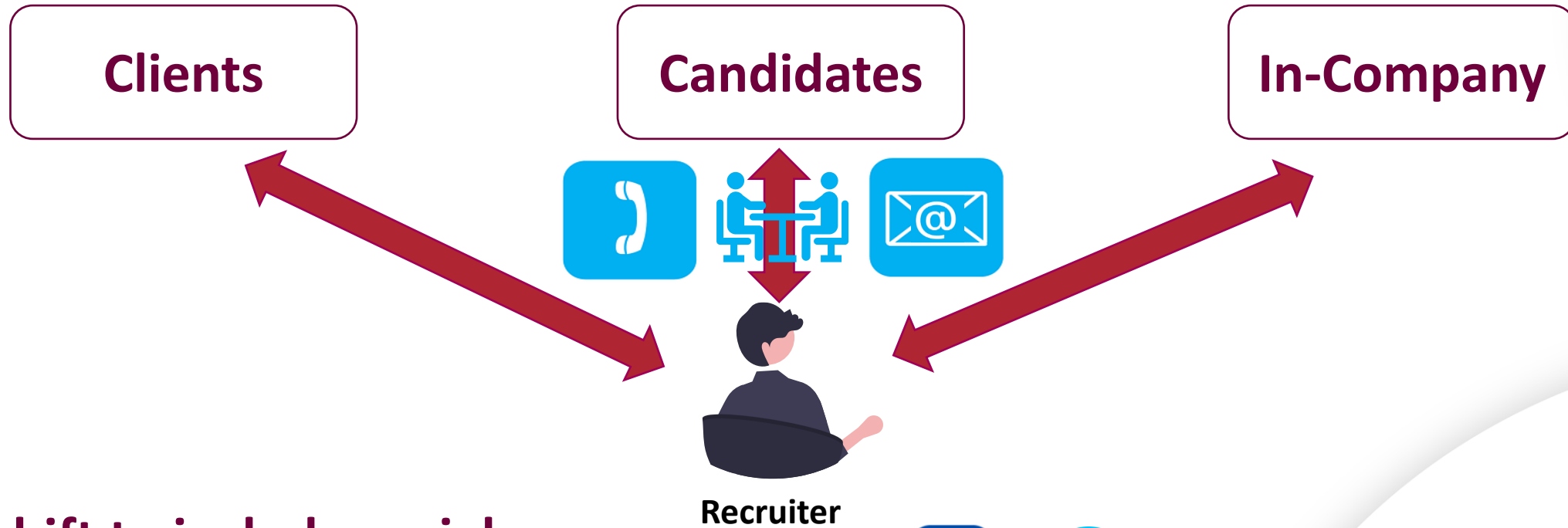
One click search

One click share

One click send

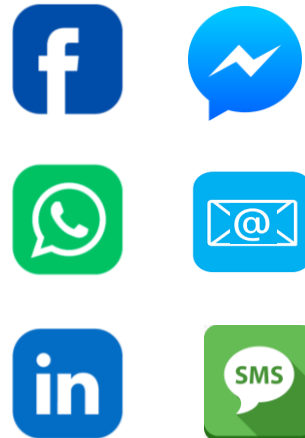
One click update

Communication in Recruitment



A shift to include social communication

SNS



Communication on PORTERS

Candidate | Lynnet Porters (10226) | (2) Print View

Edit Copy Delete Map Document **Send Email Send JOB Email LinkedIn Facebook Whatsapp Zalo** CV-Parsing Job search Auto-Matching[All]

Zloss/Interview booking Add Activity Add Process

Basic Information (English)

Candidate Name	Lynnet Porters	LinkedIn	https://www.linkedin.com/in/lynnnet-adulu-50b5a239/
Gender	Female	Facebook	https://www.facebook.com/Lynnet.Musimbi
Photo		SMS	+81123456789@mail-sms.com
IC /Passport No	R124456P	Address	Address: 8-5-34 Akasaka, Minato-ku Tokyo
Candidate ID	10226	E-mail	email@porters.jp
Caution		Telephone 1	
		Candidate Owner (Current)	Team A T Sato

Phase Information

Phase (Current)	Entry from web	Registration Method	LinkedIn
Phase Date (Current)	2022/08/01 14:24:00	Memo	Import Site Name (Text): CV-Parsing (CV-Parsing)
Phase Memo (Current)			

Click and Go!

Quick access, speedy communication, more volume.

Live Demo

Recap 1: Setting up Candidate Meetings with ZLOSS



Porters Singapore
The registration process takes about a minute.

Thank you for your interest in our service. In order to introducing jobs, you need to register your career information.

By clicking the Start button, you agree to our [Terms of Use](#).

Start

Interview Setting

Set up an interview. Please select your preferred interview method and date and time.

Porters Sato

Interview method : Online / Phone



I have been working as a career consultant for over 10 years, specializing in the IT and consulting industries. If you are concerned about your future career development, I can provide you with a sense of the current job market and introduce you to appropriate jobs. If you are feeling unsatisfied with your current job, why don't you talk to us?

Interview method · Interview date and time

Please select your desired interview method and the interview date and time marked with 'O'.

Online Interview Phone Interview

Interview method · Interview date and time

Please select your desired interview method and the interview date and time marked with 'O'.

Online Interview Phone Interview

Previous week **September** Next week

	5 Sun	6 Mon	7 Tue	8 Wed	9 Thu	10 Fri	11 Sat
09:00	-	O	O	O	O	O	-
10:00	-	O	O	O	O	O	-
11:00	-	O	O	O	O	O	-
12:00	-	O	O	O	O	O	-
13:00	-	x	O	O	O	O	-
14:00	-	x	O	O	O	O	-
15:00	-	x	O	O	O	O	-
16:00	-	O	O	O	O	O	-
17:00	-	O	O	O	O	O	-

O Available x Unavailable

Singapore Standard Time (Asia/Singapore, G)


Recap 2: SMS with PORTERS

Lynnet Porters (10226) | (2)

Delete | Map | Document | Send Email | Send JOB Email | LinkedIn | Facebook | Whatsapp | Zalo | CV-Parsing | Job search | Auto-Matching[All]

new booking | Add Activity | Add Process

Information (English)

Candidate Name	Lynnet Porters	LinkedIn	https://www.linkedin.com/in/lynnnet-adulu-50b5a239/
Gender	Female	Facebook	https://www.facebook.com/Lynnet-Musimbi
Photo		SMS	+81123456789@mail-sms.com
IC /Passport No	R124456P	Address	Address: 8-5-34 Akasaka, Minato-ku Tokyo
Candidate ID	10226	E-mail	email@porters.jp
Caution		Telephone 1	
		Candidate Owner (Current)	Team A T Sato

1 Click to send SMS to candidate

2:14

PORTERS SG

Text Message Today 2:14 PM

Book appointment with PORTERS. <https://porters-singapore.zloss.porterscloud.com/entry?k=kumock8KuF>

3 Candidate receives this kind of SMS

Text Message

Template (Candidate)

The templates are ordered alphabetically

Shared Templates (4)

- 1: Candidate Meeting Setting Share
- 2: Thank you mail after Candidate MTG Share
- Agent Turndown (No job available) Share
- SMS Share**

My Templates (0)

Don't share mail Share mail

Signature

Send

From: lynnetmusimbi.adulu@porters.jp

To: Lynnet Porters(10226) <+81123456789@mail-sms.com>

Cc:

Bcc: Example Test <toshiko.sato@porters.jp>

File:

Subject: Thank you for registration

Book appointment with PORTERS.
<https://porters-singapore.zloss.porterscloud.com/entry?k=kumock8KuF>

2 Use pre-set template and add necessary information

Recap 3: BD & Sending Out Candidates to Clients

indeed

JobStreet



monster®
Find Better.™

Click to BD



Candidates

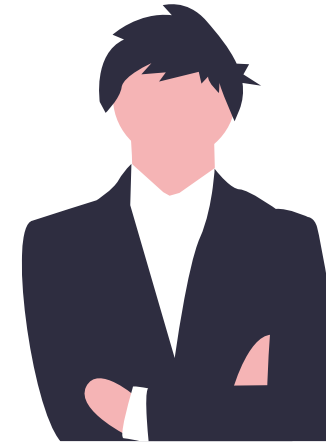
Send multiple qualified candidates to multiple Client HR with a single email.



Bulk e-mail to HR



Recruiter



Client HR



Increase the chances of getting new processes in the pipeline

Recap 4: In-Company Sharing


Recipients Job Owner (Team A T Sato)

Team A Porters Sample Team A T Sato Team A T Watanabe

Subject Job information has been shared

Message

The previous email Subject and Comment will be saved for each resource.

[In-house Sharing](#) 

Save Cancel

Easy Sharing by
mouse-clicks

ement_Job List (44) Reload 50 Reset Share

Client Name	HR Cor Name
GO-JEK SINGAPORE PTE. LTD.	A Gojek
Porters Singapore	Toshiko S
ABC Consuting Pte.Ltd.	Kenji Ido
ABC Consuting Pte.Ltd.	Kenji Ido
ABC Consuting Pte.Ltd.	Kenji Ido
ABC Consuting Pte.Ltd.	Kenji Ido

Share data

Issue a share link for the data currently shown on the screen

<https://hrbc-jp.porterscloud.com/>

[Copy share link](#)

Share links that have not been accessed for more than 100 days after publication will become invalid

You can issue a share link and set it in the body of a new email

[Create new email](#)

Takeaway Points/Conclusion

The key to increasing matching business revenue is:

SPEED

Quick and Easy operations

VOLUME

More options to select from = Best Match

QUALITY

Speed X Best Match = Quality = Satisfaction

Communication enhanced by digital transformation ensures higher Speed, Volume and Quality of deliverables which translate to more placements

Q & A



Please type your
questions in the Q&A tab

Previous Webinar

DISCOVER HOW TO WIN WITH
THE ACCELERATION OF DX IN
RECRUITMENT

BREAKING FREE FROM
THE ANALOG ERA

APRIL 13TH, 2022

porters



https://youtu.be/z9FfQ6__Wns

Contact PORTERS for the
presentation material

Get In Touch!

Please spend a moment to take our survey about today's webinar



Contact us for Free Demo / Other Inquiries

Porters Corporation

Email: support@porters.cloud

Web : <https://portershrbc.com>