

Antal International witnesses a 35% decrease in time-to-hire with XOPA

The Client

Antal International is an international executive recruitment business focused on mid to senior-level recruitments. Over the decade, the company has expanded its operations across India. It operates through its 40 offices in 14 cities. Antal follows the franchise model. So, every office varies in size and specialization, and the decision-making is decentralized. With a network of 800 people operating under the Antal brand, the company has successfully helped with talent placement in more than 75 countries.

The Business Challenge

Antal used a legacy Customer Relationship Management (CRM) solution to manage its operations. The system was bulky, unresponsive, and low on intelligence. It led to multiple challenges such as



Manual lead acquisition, shortlisting and hiring processes

Impact on decision-making because of lack of 360-degree view of the candidate



The inability of the service providers to understand the business requirement and implement them quickly

A highly cumbersome recruitment process



The unavailability of data and recruiters' reluctance to use the system further precipitated the problem and cost critical business resources in the process.

Antal decided to migrate from their legacy CRM to a modern recruitment tool.



“We had to move away from our previous CRM (Customer Relationship Management) as it was bulky, slow loading, low on intelligence gathering, quite manual. XOPA overcame all these and we now have a solution that is working for us behind the scenes while the team is busy. XOPA's intelligent integrations, browser extensions and dashboards have made life a breeze for my team. We look forward to a long term, commercially successful partnership.”

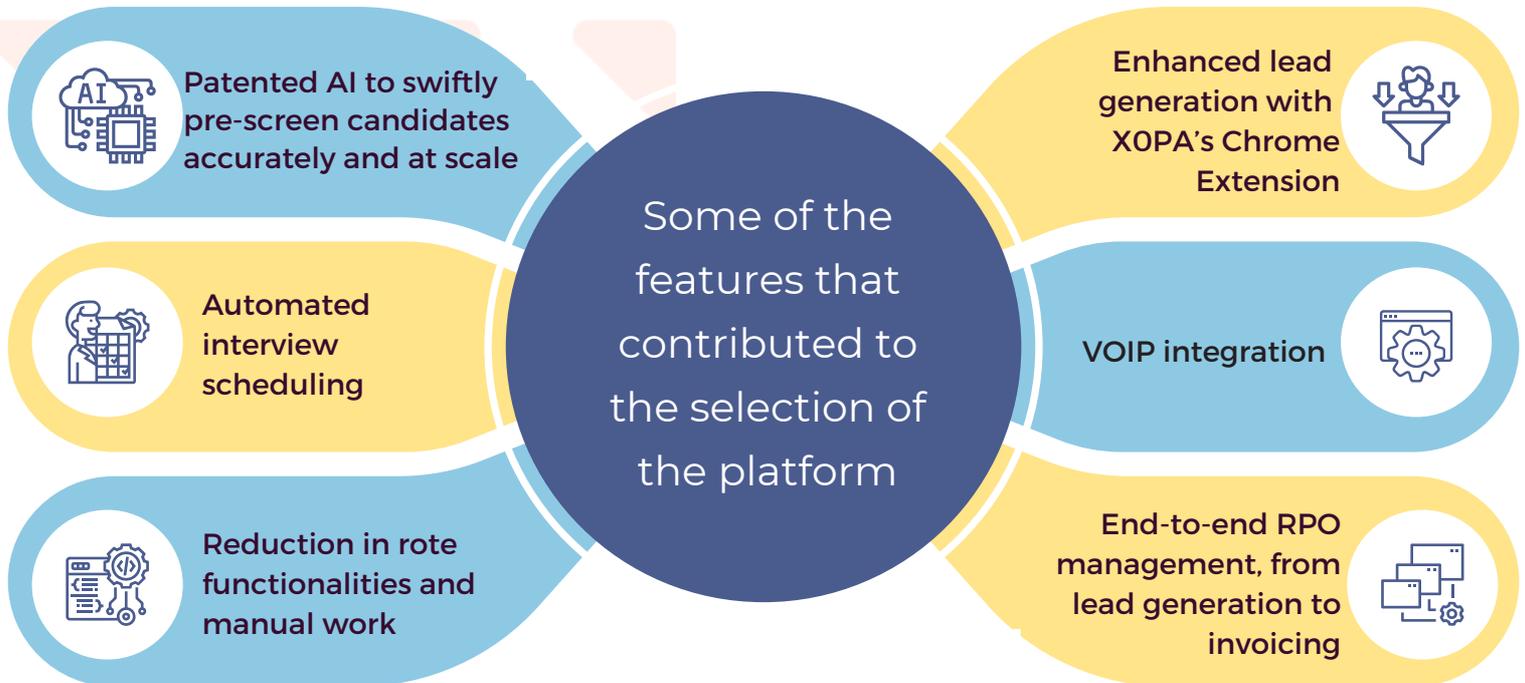
JOSEPH DEVASIA

Managing Director, Antal International Network - India



The XOPA Solution

After a rigorous evaluation, Antal selected XOPA's Recruitment Process Outsourcing (RPO) platform as a solution for their challenges. The migration from the legacy CRM to XOPA's AI-based RPO platform was seamless without any hurdles. The recruiters were trained to use the new platform once all the data was migrated.



The Business Impact

The intelligent integrations, browser extensions, and dashboards made the recruitment process easy for the recruiters. The recruiters were able to parse the resumes through LinkedIn and other job portals, suggest jobs, recommend profiles, and improve productivity with the help of the KPI reports.

As an all-in-one consolidated hiring platform, XOPA brought all of Antal's contacts in a single platform, making business development easier. Its universal search feature also helped Antal's recruiters to save a lot of time on recruitment.

Antal witnessed the following tangible benefits on deploying the new platform:



35% decrease in time to hire



40% decrease in time to acquire new leads



50% decrease in time to shortlist candidates

It brought a remarkable improvement in the overall recruiters' experience and decision-making process.

To know more about XOPA's RPO solution, contact us.

