



Investing in the Future

with **ABSTRAKT**

Blue Signal Search is dedicated to finding the right candidate for their customers. With hours on the phone each day, talking points and transcripts become vital for their team. That's where Abstrakt comes in. Our goal was to provide Blue Signal Search with the ability to move faster (*aka eliminate steps with administrative work*), have more qualified conversations, and allow their team to stay team focused on the customer.

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The companies that can leverage Abstrakt, wow, it's like getting a steroid shot in your sales cycle that will really help you get to that next level.

- Matt Walsh, CEO & Founder at Blue Signal Search

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BLUE SIGNAL SEARCH'S GROWING PROBLEM

When it comes to recruiting and even sales, there are many important, high-stakes conversations that can happen every week. Before Abstrakt, Blue Signal Search's Recruiters would either focus on the conversation and follow up questions or their focus would be on notetaking.

Blue Signal Search was in the market for a software that could allow their Recruiters to focus on the customer or prospect without the stress of taking notes on all of the details.

They also needed the ability to have immediate access to transcripts following each phone call. Having access to the transcript within seconds of a call being over would instantly improve the post call administrative tasks. Waiting for a few hours or the next day was not working as key details were being missed. Blue Signal Search needed a real-time transcription service so their recruiters could add any additional information to the transcript and add it into their Applicant Tracking System (ATS) immediately after the call was over.

ABSTRAKT IN ACTION

»» SEND OUTS

These are a key metric that Blue Signal Search's Recruiters focus on when finding the perfect candidate. Abstrakt has been a key source in improving this metric. It allows recruiters to focus on asking the right follow up questions that can shed light on if the candidate is a right fit for their customer.

WHY CHOOSE REAL-TIME TRANSCRIPTION



250

Candidates
Interviewed



6

Good Fits



1

Hire

»» ADMINISTRATIVE & TRANSCRIPTION

Abstrakt has allowed Blue Signal Search to move faster as transcripts and call history is available immediately after the call is over. This means their recruiters can add all of the information to their ATS immediately, instead of waiting until the end of the day or week.

Now anyone can jump in and see exactly where the search has left off and what still needs to be done.

»» TRAINING & ONBOARDING

Blue Signal Search utilizes Abstrakt to help onboard and ramp up new Recruiters faster. They build their frameworks around the different types of positions needed, which will allow new recruiters to navigate a conversation with a customer or candidate much easier.

Plus they use recommended responses to dig deeper to find the exact answers they are looking for while on a phone call.

For new recruiters, they have 10 years of experience right there on the screen during a call.

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Abstrakt has been great with us, because we have asked for a couple changes and adjustments to features and the turnaround has been phenomenal. I mean we are talking within a week things have changed.

- Matt Walsh, CEO & Founder at Blue Signal Search

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THE FUTURE OF SALES & RECRUITING

»» BE A TECHNOLOGY JUNKIE

Always assess your technology stack. You never know what you might be missing. There are softwares, like Abstrakt, that can take over multiple products you might be using, all while making it easier for you and your team. Don't be that leader that says "We're going to do it this way, because that's how it's always done."



Decrease New Hire Ramp Time



Increase Phone Calls Per Week



Improve Send Out to Placement Ratio

»» GIVE YOUR TEAM THE BEST TOOLS TO HELP YOU WIN

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Abstrakt is an impressive and powerful tool. But with any impressive and powerful tool, you have to make sure you are using it the right way and you have the correct framework designed around your business.

- Matt Walsh, CEO & Founder at Blue Signal Search

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ABSTRAKT