jobful

Jobful, the only recruiting platform driving double digit conversion.

The way we work today changed fundamentally and so did the drivers for our professional tracks. Meaning, ownership, challenges, environment and many others contribute to our career decision often more than financial aspects. The holistic approach, human focused designed, makes Jobful the platform for the future of jobs.

KEY-METRICS

12k		€100k		+2.5k
12.000 candidates in the first year on Jobful	15 corporate partners	€100.000 revenue in the first year	120 SMEs In 3 months	+2.5k new candidates per month

DATA-DRIVEN SUCCESS STORY

$$\text{Jobful's success} = \frac{(\text{talent availability} — \text{labor costs}) * \text{market size}}{\text{online recruiting adoption}}$$

BUSINESS MODELS

CORPORATE — Prepaid packs and Subscriptions

SME — Freemium model

SALES FUNNEL & PIPELINE

250 Contacted

200 Interested

30 Pipeline

30 Forecast

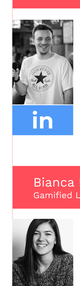
15 New Clients

PRODUCT

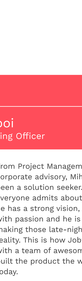
The future of jobs is a global challenge. How do we tackle it?

The key element for any business process involving people is having them engaged. We use our own gamification framework to tap into candidate's motivators and make the process attractive. To support professionals development, we create competencies and role driven academies, enclosing also skill assessment.

On the other hand, recruiters have an elastic search to find best fit candidates in matter of clicks and a matching system to value their interest before sharing contacts. And many other features.



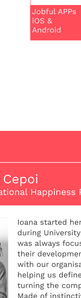
Gamification



Skill Assessment



Jobful



Optimized Sourcing



Jobful Academy

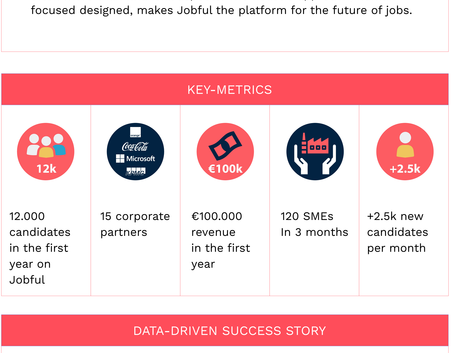


Elastic Search

ACHIEVEMENTS

ROADMAP

The more you grow, the clearer potential improvements become. One year after officially launching Jobful we're proud of the results and eager to improve for the one to come.



TEAM

Mihai Cepoi
Chief Everything Officer

From Project Management to IT, to corporate advisory, Mihai has always been a solution seeker. What everyone admits about Mihai, is that he has a strong vision, developed with passion and he is no stranger to making those late-night musings a reality. This is how Jobful was born, with a team of awesome people who built the product the way we know it today.

Microsoft SAP

Ioana Cepoi
Organizational Happiness Persuer

Ioana started her career journey early during University years and her work was always focused on people and their development. Ioana is in charge with our organisational culture, helping us define our identity and turning the company into a team. Made of instinctive and emotional responses, our culture constantly self-renewing and slowly evolving.

Universitatea Alternativa

Bianca Ene
Gamified Learning Architect



Bianca articulates the vision and roadmap for successful learning and development, ensuring that the digital solutions we deliver bring value to our users, to our clients, and eventually to the world we all live in. She partners closely with both clients and our team members in order to ensure strategic fidelity from discovery to planning to launch and beyond.

Coca-Cola

Ioan Profiroiu
Business Growth Alchemist



Each and every day, Ioan is helping small and medium enterprises as well as corporations gain profitable recruitment solutions delivered by Jobful, providing a tailored offer to ensure businesses are effectively positioned within our platform. Ioan manages to bridge the gap between customer needs and our product that fulfils that need.

Google

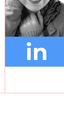
Nicu Cercel
Customer Happiness Architect



Nicu ensures client success by keeping a close eye on numbers and statistics. Customer success metrics, and customer satisfaction indicators tell a lot about customer health, and he is the one maintaining detailed insights in order to prevent damage and allowing to make proactive changes along the process.

ORACLE

Ilinca Draganescu
Wonder Marketing Manager



Ilinca is our marketing manager and constant validation for success, while perfectly balancing creative ideas and opportunities, leveraging her marketing experience at the rate making any exceptional marketer jealous: from performance media, SEO, social media admin to pitches and product development.

ERNST & YOUNG

We are Jobful, Thank you!