Maximize your ROI on Taleo with Skillate

Skillate's AI-backed solutions integrate with your existing ATS to make your recruitment processes more efficient.

Taleo + **Skillate**

are better together and trusted by

YES BANK **sopra steria** **OYO**

More transparency in your recruitment

Skillate's neat platform ensures that every member of the recruitment team knows in which stage a candidate's process is, and who is accountable.

Product Manager (Delhi)

| Dashboard | Job Setup | **Candidates** | Sourcing |

⬆ + Add Referral

← BACK ‹ ›

Aditi Ramalingam
SDE Developer II at Cleartax (6 months)
Bangalore • 1 yrs 4 mos

+91 7768844339

✉ Send Email

Résumé G+ 🖿 in 🐦 🖿 📷

| 2 Jobs | About | Activity Logs |

Frontend Developer
Added by Amit kumar on 12 Jul 2018 (4 Sources)

✕ ❙❙   Move Stage   ⋯

| **Stages** | Feedbacks |

∨ **1. Screen** *Jul 10 2018 - Jul 12 2018*

Chatbot screen
Invited on : 3 minutes ago

Candidate is interested | View all answers
Answers collected on : Jul 12 2018

∨ **2. Application Review** *Jul 12 2018 - Current Stage*

Application Review | Schedule Interview • Schedule All

Send interview confirmation

Hiring Manager Review

Add a note

You can use @mention to notify other users

Tags

+ Add Tags

✉ Send Email

✉ Email to colleagues

🔗 Generate resume public link

Add, remove and move candidate

One-stop database

Skillate maps candidates from various sources and continuously expand your central database through a connected network of resources: emails, ATS, consultancies, referrals, career page, job boards, etc.

Product Manager (Delhi)

| Dashboard | Job Setup | Candidates | Sourcing |

⬆ + Add Referral

| Talent Pool | Screen | Interview | Offered | | On Hold | Rejected | Hired |

🔽 1-3 Years Experience ✕ Clear All

Showing 1-20 of 300   Bulk Actions

Sort By

Overall Score ⌄

Turn on custom weights

+ Chatbot Screen

+ Source Name

+ Source Date Range

+ Skills

+ Experience Range

+ Companies

+ Colleges

+ Majors & Degrees

+ Keyword Search

+ Personal Information ⓘ

Kunal Agrawal #1 Internal
Product Manager • Delhi • 2 yrs 3 mos
G+ F ⊕ Bē in ✕ ⊙ V ⊙   Résumé

Work   **Software Developer** Cleartax Jun '18 to Present

College   **Michigen University** 2016
Master of Education Technology

Skills   Project Management, Sales, Leadership, PMP, Business Requirements, Enterprise Software,

Schedule Interview in Application Review

✉ Send Email
🏷 Add tags
🗄 In 2 jobs ⌄
◎ 4 Sources ⌄
🗋 1 Note ⌄

> **Application Review** *Jul 12 2018 - Current Stage*

Sambhav Divedi #2
Operation Manager • Bangalore • 1 yrs 5 mos
G+ F ⊕ Bē in ✕ ⊙ V ⊙   Résumé

Work   **Product Manager** Aditya Birla sun life insurance ABRO April '12 to Dec '17

College   **College of applied science Neezhoor** 2016
Bachelor of Computer Science

Skills   Marketing Strategy, Sales, Online Marketing, Consumer Behaviour, Brand Awareness, Marketing Research

Needs decision in Screen Stage

✉ Send Email
🏷 Add tags
🗄 In 2 jobs ⌄
◎ 4 Sources ⌄
🗋 1 Note ⌄

> **Screen** *Jul 12 2018 - Current Stage*

Bipul Goyal #3
Operations Manager • Hyderabad • 3 yrs
G+ F ⊕ Bē in ✕ ⊙ V ⊙   Résumé

Needs decision in Screen Stage

Provide better candidate experience

Job Description

This is a front-line sales position in the consumer cards sales team, and is responsible for driving business, achieving monthly sales targets and acquiring new customers through consultative selling of our cards products through a defined channel of acquisition [Retail, Corporate, Venue-sales]

- Prospecting for new customers through existing leads and cold calling and maximizing lead generation
- Timely execution of all sales activities – leads, campaigns, referrals & any self generated leads
- Tracking and reporting sales performance including pipeline, acquisition results and market conditions • Set appointments, listen to customer needs and sell most appropriate product
- Researches and understands prospects before making the call
- Ensures all applications are fully and accurately completed, and submitted properly
- Be the interface between Amex and the customer to resolve any application processing issues
- Drive the on-boarding of new customers and initiates spend enablement activities
- Keep up-to-date on products and competition
- Attend and participate in regular staff meetings
- Engages in regular portfolio planning to determine areas of focus & project accurate full year forecasts
- Attend relevant industry and partner conferences, tradeshows and networking events
- Ensuring all performance standards are met viz. business targets, controls and compliance
- Engaging with premium customers to build relationships, and delivering a positive customer experience while acquiring new customers
- Expansion of internal and external relationships, and drive sales results
- The position is also responsible for ensuring appropriate sales processes are followed, and the highest levels of controls and compliance are adhered This role may be subject to additional background verification checks.

This role may be subject to additional background verification checks. This role may be subject to additional background verification checks.

- Qualifications
- MBA or Graduate
- Minimum 6 months of front line/field sales experience in financial services domain. Candidates with more than 12 months of experience in B2C, IT sales, Ecommerce, Travel, Lifestyle, Healthcare, Real Estate can also apply.
- Consultative selling experience • Proven track-record of meeting and exceeding sales goals
- Demonstrated strategic ability– able to link Amex and customer goal
- Excellent verbal and written communication, relationship building experience in developing and executing successful sales strategies •
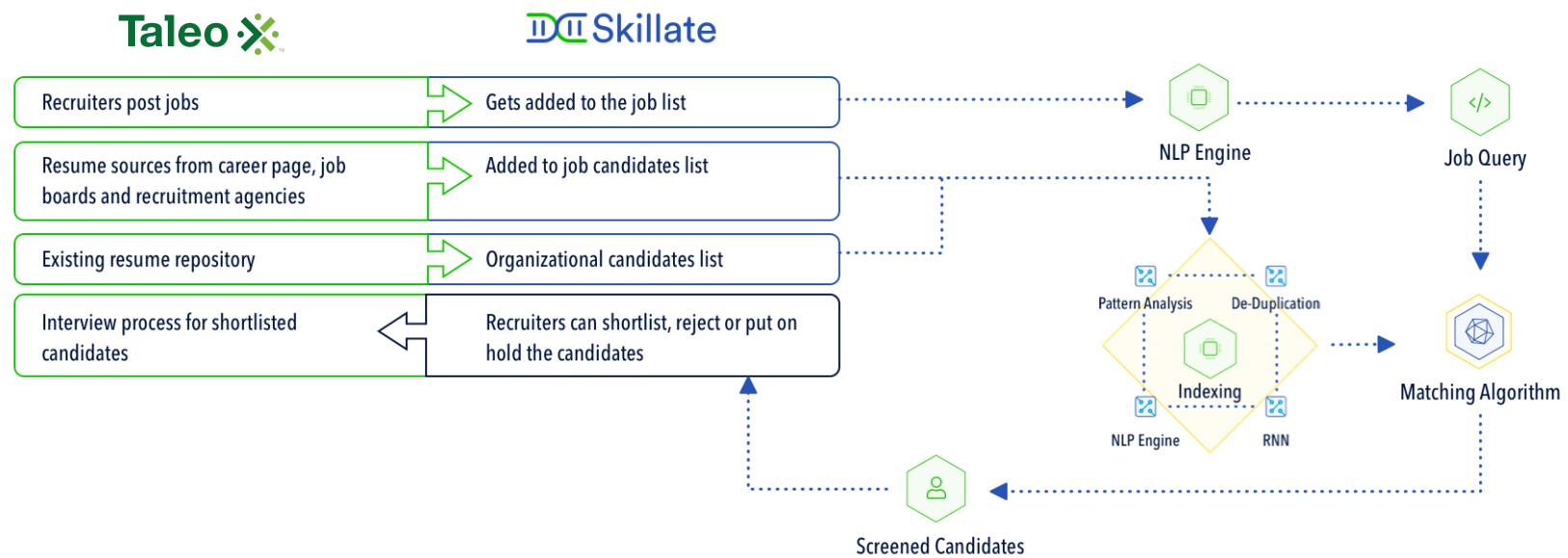
20 — Skillate JD Score
Good

- Job description is too short
- Not enough is written on roles and responsibilities
- Mention specific tools or projects that a candidate will be working on
- Following information about candidate's qualification is missing
  - Degree requirement
  - Specialization
  - Institute type
- Not enough is written on desired expertise requirement
- Mention specific skills or tools a candidates should already know

How Skillate integrates with Taleo

Skillate AI Model is Pre-Integrated with Taleo

Taleo   **Skillate**

Taleo	Skillate
Recruiters post jobs	Gets added to the job list
Resume sources from career page, job boards and recruitment agencies	Added to job candidates list
Existing resume repository	Organizational candidates list
Interview process for shortlisted candidates	Recruiters can shortlist, reject or put on hold the candidates

NLP Engine → Job Query

Pattern Analysis · De-Duplication
Indexing
NLP Engine · RNN

Matching Algorithm

Screened Candidates

Above is the detailed workflow diagram and the activities between the two platforms

The Skillate advantage

Real-time Sync: Skillate is in real-time sync with Taleo, any changes on the Taleo platform reflects directly on Skillate.


Matching Engine: Skillate's matching engine indexes all the relevant profiles with the job requirements on the basis of skills, education and experience to recommend the best candidates

The Skillate advantage

Leverage resume repository: Skillate allows you to add additional relevant candidates from your database, using Skillate's unique 'All matching to this job' feature. Skillate can directly send the chat link to the recommended candidates.
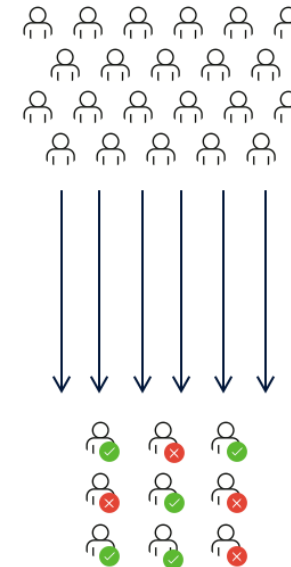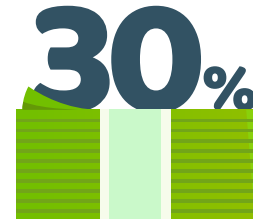

Information beyond resumes: Skillate's AI-backed chatbot can collect information beyond resumes (ex.- intent to relocate, work in night shift, etc.)

Skillate Benefits
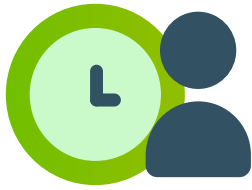
Reducing hiring time by 65%

Decreasing cost per hire by more than 30%

30%

40% lesser Interviews

2.2x conversion

Skillate

AI Recruitment platform

Skillate is an advanced decision-making engine to make
hiring easy, fast and transparent.

India Office

#2751, Ground Floor, 31st Main Rd, 1st Sector, HSR
25Layout, Bengaluru, Karnataka 560102

+91 702 230 8814   contact@skillate.com

US Office

1160 Battery Street East, Suites 100, San Francisco,
California, USA 94111

+1 415 918 6004   contact@skillate.com

software AG   L&T Financial Services   Liberty Insurance   bigbasket   SAINT-GOBAIN