

SAP SuccessFactors  +  Skillate

Maximize your ROI on SuccessFactors with Skillate

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

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](#)      

2 Jobs

About

Activity Logs

Frontend Developer

Added by [Amit kumar](#) on 12 Jul 2018 (4 Sources)

×

00

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

🐦

📷

📺

📺

📺

Résumé

Work

Software Developer

Cleartax Jun '18 to Present

College

Michigan 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

🐦

📷

📺

📺

📺

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

🐦

📷

📺

📺

📺

Résumé

Provide better candidate experience

Job Description

B I U </> H1 H2 H3 H4 ☰ ☷ ☹ ☺ Placeholders

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, tradeshow 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 •

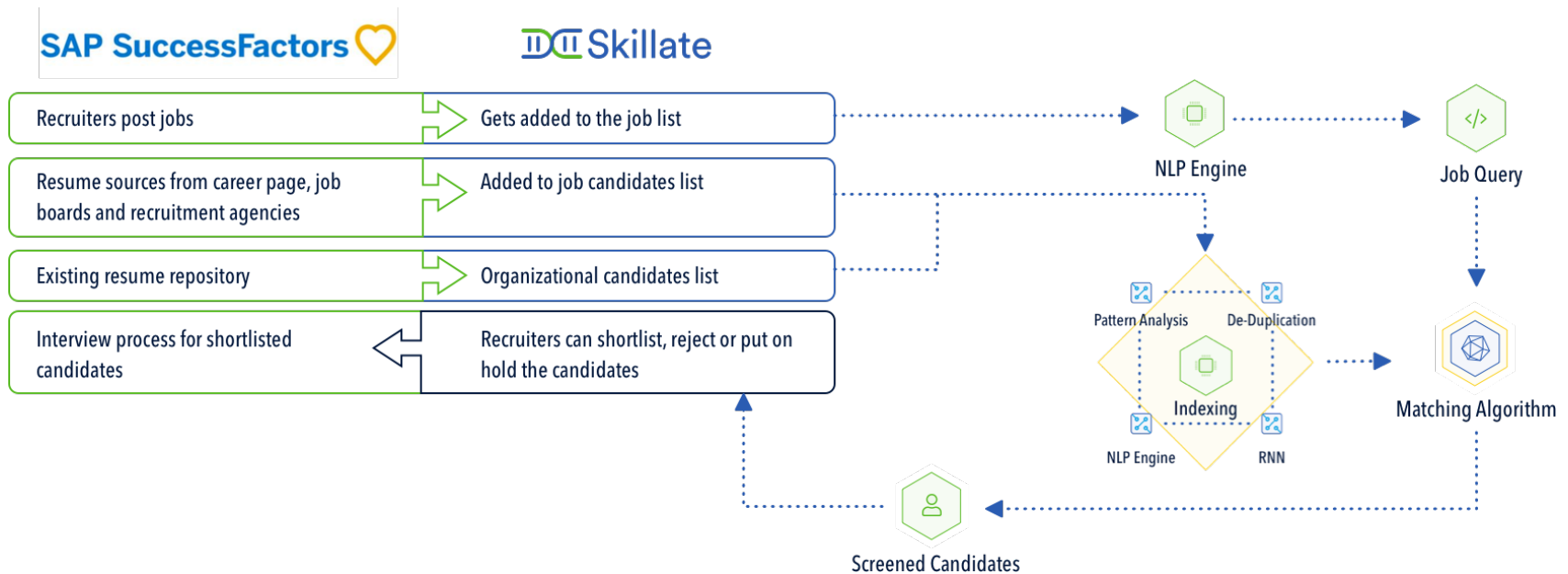
20

Skillete 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 SuccessFactors

Skillate AI Model is Pre-Integrated with SuccessFactors



Above is detailed workflow diagram between the two platform

The Skillate advantage

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

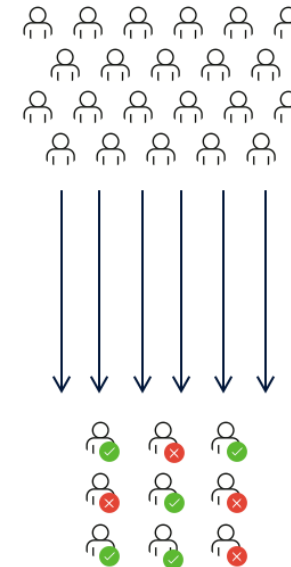
SAP SuccessFactors    Skillate

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

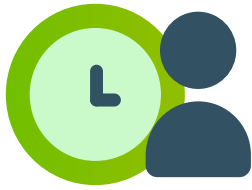
Leverage resume repository: Skillate allows you to add additional relevant candidates from your database, using Skillate's unique 'All matching to this job' feature. Skillate can directly send the chat link to the recommended candidates.



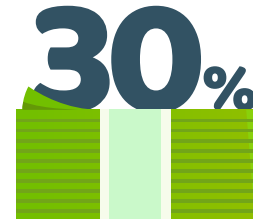
Information beyond resumes: Skillate's AI-backed chatbot can collect information beyond resumes (ex.- intent to relocate, work in night shift, etc.)



Skillate Benefits



Reducing hiring time by 65%



Decreasing cost per hire by more than 30%



40% lesser Interviews



2.2x conversion





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

