

INTERNAL MEMO

Mr Sheldon Nesdale
Marketing First 2009 Ltd
13 The Green Bayfair
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Date: Sunday, 31 May 2009

To: Everyone

From: The Chairman's Office

Re: Congratulations to Sheldon who just got a huge payrise!

Yes indeed, our warmest congratulations to Sheldon who (as you know) manages our Human Resources department (among other things). Sheldon just got a huge payrise because he slashed hundreds of hours and thousands of dollars from the Human Resources budget!

How did Sheldon achieve this amazing result?

Sheldon heard about a recruitment company called **QJumpers** that specialises in the **placement of job vacancy advertisements on job websites**. Sheldon wondered if being specialists would mean that QJumpers would be able to offer better deals than what was available at job websites currently.

Sheldon checked out their website QJumpers.co.nz to ensure this outfit was legit. And then called their **toll-free number 0800 836 838** and talked to Rachel in the business support centre to find out more about how it all worked. Sheldon was pleasantly surprised to find just how easy it all was!

All Sheldon had to do was email the details of the job vacancy to them and they went ahead and placed it on **Seek, TradeMe Jobs, MyJobSpace and QJumpers** websites. Rachel told him that they used all four job websites because they thought it was important to "spread the net" far and wide to catch as many fish (candidates) as possible. This increased the chances of finding the right employee, because it is a numbers game and this method got the job ad in front of a potential monthly audience of **500,000 job seekers** which is 95% of all online job seekers.

Sheldon's first thought was "**My inbox is already crammed full!** How do you expect me to deal with even more candidates?" Rachel explained that Sheldon had two choices. 1) He could elect to receive the emails to his inbox in the usual way, or 2) Have them sent into the QJumpers web-based login area where Sheldon could login securely and benefit from the Applicant Management System that would help him to sort and rank the candidates quickly and easily. Sheldon was immediately suspicious "How much does that cost then?". Rachel replied "It's free Sheldon!".

Sheldon still had a few questions but Rachel was quick with answers. Sheldon also had a visit from PJ Heta, the Wellington based Business Development Manager for QJumpers. Sheldon appreciated a bit of face to face contact from time to time. Finally, Sheldon knew it was time for a trial. So **for just \$199** he gave QJumpers a shot at filling a job vacancy that had just popped up.

Over the next two weeks he logged into the QJumpers Applicant Management System several times and found it was **a big time saver and very easy to use**. The details of the candidates were at his fingertips. He found that as soon as an application came in, the candidate was automatically emailed with a "thanks for

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applying!" email. He particularly appreciated the "Dismiss" button which automatically emailed unsuitable candidates with a pre-prepared email. That saved him a lot of time because, previously he had to copy and paste old rejection emails and send them off individually.

In the end Sheldon was very happy with the calibre of the candidates on his shortlist (which the QJumpers Applicant Management System kept track of for his).

A few weeks later, Marketing First 2009 Ltd's newest employee was in place. Sheldon was very pleased with how smooth the process had been. **He had saved valuable admin time. He had saved money. And that's why Sheldon has been rewarded with a big fat payrise! Well done Sheldon!**



Justin Case
Chairman of the Board
Marketing First 2009 Ltd

P.S. Hi, PJ Heta here. Is it time to make this memo a reality? We would like to help you make your recruitment process Smarter, Easier, Cheaper.

To find out how, **call us now on 0800 836 838.**

- PJ Heta, Wellington Business Development Manager
www.QJumpers.co.nz

