



TALENTSUMO

TalentSumo

Finding the hard-to-find.

Best of breed supplier driven AI based talent acquisition.



Vision

Our vision is to be the platform of choice for niche hard to find talent sourcing.
We achieve this by data-driven candidate screening, job matching & supplier collaboration.



Tech talent is hard to find.

Technology Talent sourcing remains harder than ever with F-500 Hiring managers citing talent shortages as a key business challenge : <http://tek.io/2nX7m9E>

Scale OR Speciality: Talent buyers either get scale or specialty. Not both.

High fill times & low fill rates: Average fill time remains chronically high.

Inconsistent matching, screening, and candidate experience:

Sub-standard hiring methods hurt your talent brand.

Solution: AI enabled platform to match candidates, screened by experts and sourced by best of breed suppliers.



Speciality + Scale

Niche hard to find talent.
At scale.



Improved Fill rates

Better business alignment.
Friction-free process.



High-quality candidates

Techpro screened, AI
matched. Excellent
candidate experience.



Market Opportunity





Market Opportunity

Fragmented size with overall poor candidate experience creates opportunity for aggregation and better candidate focus.

120

Billion +

**US Staffing Industry
200+ Billion Globally**

1

Billion +

**Revenue of 14 Staffing firms
Market is fragmented**

45

% candidates
**Never get feedback on
application**

85% complain about poor
candidate experience

*source: [Bersin by Deloitte](#)



Why now?

This is the age of new occupations. In technology, half of the occupations did not exist a decade before. Growing number of niche recruiters are servicing these new jobs.

TalentSumo is uniquely positioned to aggregate these niche suppliers to service the growing needs of jobs in specialty technology areas like:

- Big Data & Machine learning
- UX / UI specialists
- Blockchain, Automation & IOT developers
- C, C++ & Quants
- Enterprise technologies like SAP, Salesforce.com, Workday, Oracle, Pegasystems, SuccessFactors



Talentsumo Platform snapshot

Growing market adoption

Value Chain Partners

Clinets/Candidates placed

- ZS Associates
- Bank of America
- SIG
- Accenture
- Deloitte

Niche skills

Top 5 roles by volume.

- Data Scientist
- Big Data Engineer
- Enterprise Apps e.g Pega
- C/C++, Quants
- Machine Learning

Averages

Q1 JAN 2018

- 150K USD Avg salary
- 450+Niche suppliers
- Total jobs: 300+
- Monthly interviews: 75+
- Vendor Neutral



Competition

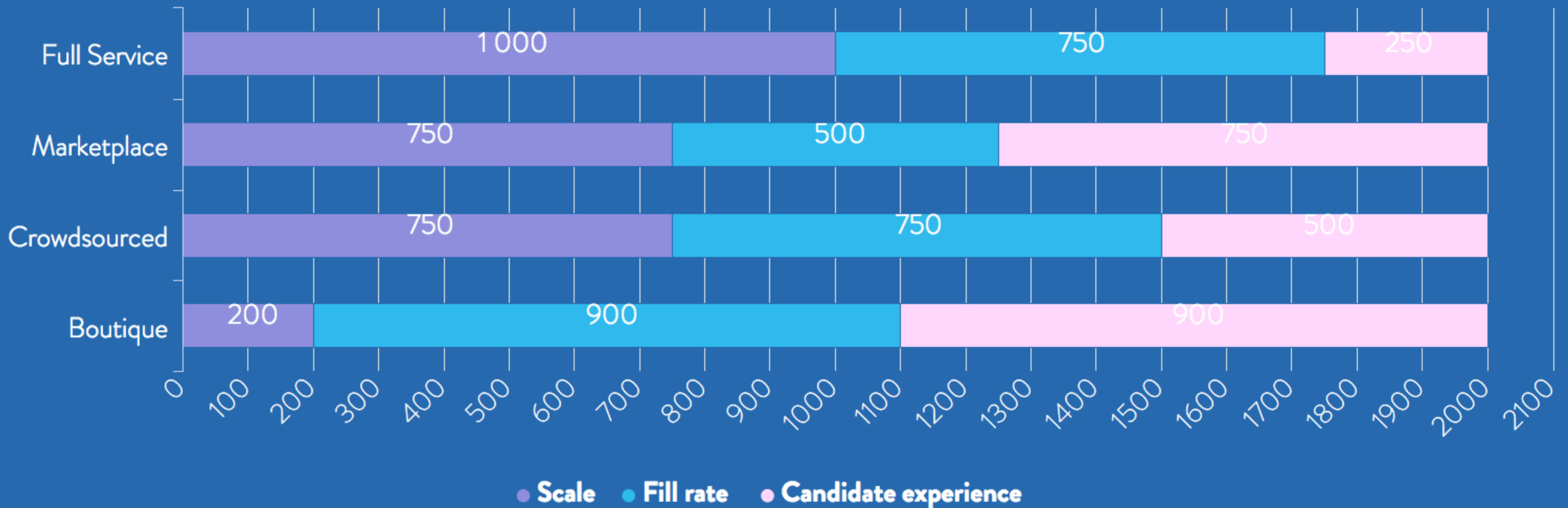




Competition and their value proposition

(Representative score strength in a total of 2000 max points)

Opportunity: Matching high candidate experience and fill rates of boutique, niche suppliers to scale of legacy full service providers.



Competitive Advantage



Faster fill rates

Remove every friction from hiring.
Higher interview to offer ratio.



House full of Suppliers

Ranked, curated quality talent
supplier base.



AI enabled services

Advanced screening, matching.
Talent brand monitoring.



Ease of Use

No new systems to learn.
Keep using your existing ATS.



Quality Talent Pipeline

Location-based talent pipeline
to accelerate hiring .



TALENTSUMO

Design and Brand

memorable name will launch at
HRT2018 to gain share of mind



Our People



Leadership Team



Raja Ganguly

Cofounder, Technology & Customer Success Director

Ex-PwC advisory sales leader brings 12+ years of US/LATAM staffing experience. AI and machine learning in recruitment evangelist.



Manushi Dubey

Vendor Relationship Manager

Manushi holds an MBA from Delhi, India and brings over 5 years of experience in recruitment and supplier value chain.

Advisory Board



Maynor Venegas
US Head of HR Operations, Linde
Expertise in HRIS systems



Shubehndu Dey
Capgemini USA Director of Big Data
Expert in data, AI and machine learning in HR



Simran Bose
IBM ASEAN HR leader
Expert in recruitment in Tech



Arindam Bairagi
TCS - Europe Resources Head
Expert in rapid resource deployment at scale



What our partners say

““ The recruiters at TalentSumo kept me updated throughout the process and even coached me for final interview. Excellent experience!

Rokshan Ara Jha, Candidate - Secured Big 4 Offer

““ Gives us access to unprecedented tech roles where we can supply our talent pipeline.

Sunita Pandey, Genisys group, Supplier

““ Trusted partner for our big data needs, providing a steady stream of quality candidates.

Extrenal Recruiting Partner, ZS Associates, Client



Get in touch

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