

How to transform your relationships with clients and candidates



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For further information visit
www.invenias.com

If you are unsure about why digitally engaging with clients and candidates is a must for a forward thinking and successful search firm, here are four key reasons.

Strengthening key relationships: Relationships have always been at the centre of search, providing intimacy and insight into clients' needs and an understanding of candidates and their capabilities. Having an 'always-on' digital relationship and a collaborative digital environment from the outset produces a better, more efficient outcome.

Digital expectancy: Clients and candidates have moved from a mind-set of 'digital acceptance' to that of 'digital expectancy'. We live in an age where the information accessed and held on digital devices is fundamental to our everyday lives. Instant feedback and information on the go has now become an expectation rather than a possibility. Failure to meet these expectations could be costly.

Data access: At the heart of a firm's engagement with clients and candidates in the digital world is the provision of data. Putting the best information at the fingertips of those that need it, at a time that suits them, is fundamental to collaborative working and effective communication.

Business development: There are clear business development opportunities presented by digital engagement. Whilst knowledge held and the ability of digital platforms to enable this data to be used for multiple purposes is key, more sophisticated branding will also set firms apart. The ability to have your own personal branding on the home screen of a client or candidate's

mobile phone through the use of apps could be a true differentiator.

To learn more about how easy and rewarding digitally collaborating with your clients and candidates can be, [watch a short video](#) with David Grundy, CEO at Invenias.



At Invenias we're constantly innovating in order to ensure that our clients stay ahead of the game. [Register for our webinar](#) with Richard Harrison, Chief Product Officer on Wednesday, 21st September 2016 to hear about our latest developments and how they could transform your relationships with clients and candidates.

About Invenias

Invenias® is a privately owned software company whose cloud-based platform for executive and strategic hiring enables executive search firms, specialist recruitment companies and in-house executive talent acquisition teams effectively run their business.

Easy to use, cloud-based desktop and mobile applications enable customers to deliver better assignments, build stronger relationships with clients, hiring executives and candidates and transform the productivity of their operations. For more details on Invenias, please visit www.invenias.com.

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