



Karandeep Sohel | Managing Director

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We tried a number of different platforms and Odro came out on top.

The whole sales process was absolutely fantastic from start to finish. The team understood exactly what we wanted to achieve with video! The implementation team is always there to answer questions and encourage us to push the boundaries. Plus Odro integrates with Bullhorn, our CRM, which is ideal!

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## Agency Overview

Pivot Search embraces the modern way of working in a recruitment setting. We are a values-led business; championing trust, flexibility, autonomy, Innovation and You! Whether you are an employee, client or candidate we believe Pivot's offering will benefit you. Our team of experienced consultants operate in their specialist sectors where they have developed extensive networks and a track record of delivering results.

## Business Challenge

From the offset we wanted to be different, innovation is one of our core values. Our employees work when they want from where they want, we have complete flexibility. Obviously COVID-19 increased everyone's use of video but we wanted to differentiate ourselves from the competition and use video to increase engagement.

## The Outcome

OAs we've encouraged the guys to use Odro more in different ways, the feedback from clients and candidates has been absolutely amazing. Our clients feel like when they meet the candidate for the first time it's already the second interview. We also use Capture™ to send out internal weekly reviews and goals for the coming week instead of trying to get everyone together at the same time. We've even implemented video into our internal training and development programmes.



Odro humanises contact

The bullhorn integration makes everything so smooth



## Company Profile

FOUNDED  
2020

MARKETS  
Generalist

HEADCOUNT  
10

JOB TYPES  
Permanent & Temp

ODRO USER SINCE  
July 2020

LOCATIONS  
Leeds

ANNUAL INVESTMENT  
x 3 BACK WITHIN  
12 weeks

FAVOURITE FEATURE  
Capture™