

Venquis.

Business Development **Delivering New Roles**

Venquis streamlines their communications to increase client win rate by **28%**

Venquis serves ambitious businesses who understand and appreciate the value of talent in driving their results. In living their company values, the team sought Ringover to help build an authentic, considerate and successful Business Development program.

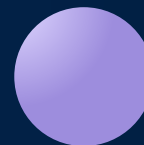
Working with Ringover, the Venquis team implemented **calling, messaging** and **analytics** right into their CRM/ATS workflow, **reducing admin** and **increasing talk-time**, enabling their recruiters to be much **more attentive** to their client needs.



New client win rates up by 28%



Sales cycle improved by 12%



Increased recruiter satisfaction levels

Customer overview

Location: London, UK

Specialty: Staffing solutions

Size: 200 employees

ATS/ CRM: Bullhorn

Use cases: Source and engage clients; Activity tracking

Solutions: Bullhorn integration; call coaching; SMS; analytics; call noting & tagging

Website: www.venquis.com



The Challenges

Before Ringover, Venquis recruiters were being held back by several inefficiencies;

- **Manual data input** meant history of client calls, messages and notes being incomplete or missing.
- **Lack of visibility** in client nurturing, caused recruiters to feel their BD was a mix of hopeful outreach.
- **Hybrid working** meant missing out on learning from senior recruiters or having coaching moments from their manager.



The Solutions

Being invested in the Bullhorn CRM/ATS, Venquis sought the best-in-class integrated communications solution.

With 80+ integrations, automated recruitment processes and coaching, a solution was designed and implemented to serve the specific agency needs.



"Ringover truly enhanced our recruiting operations with its engagement and AI tools. It's boosted recruiter productivity, efficiency, and our ability to connect with top talent, delivering exceptional service to clients."



The Results

With all communications now in sync and logged within Bullhorn, the Venquis team now has:



Notes, calls and messages

synced in the Venquis Bullhorn CRM/ATS, so recruiters focus on client needs.



BD activity dashboards

to build awareness, confidence and decision-making in the recruiter.



Reduced ramp times & increasing performance

through active listening and coaching.

Deploying and adopting Ringover has quickly returned for Venquis, with new client win rates **up by 28%**, sales cycles **improved by 12%** and recruiter **satisfaction noticeably up**.

Conclusion

In the past 12 months, business development has come to the fore in how staffing and recruiting agencies can remain competitive and successful. In implementing Ringover, Venquis have transformed their BD outcomes, client experience and growth trajectory.

Transform your agency Business Development outcomes

Ringover provides the communications suite that staffing and recruiting agencies require to drive better client outcomes. Enabling your recruiters to excel in their Business Development – all integrated with your CRM/ATS.

Find out more

