





## About us



leader in the field  
since 2005



92% success rate of  
hiring a relevant  
candidate based on  
requirements



modern and  
innovative  
processes in the  
recruitment area



the biggest LinkedIn  
client in the Czech  
Republic



over 400 000 of IT  
experts in one  
database and over  
700 active ones on  
the clients side



a sophisticated system  
of care for our clients  
and a system of care  
for IT professionals on  
projects



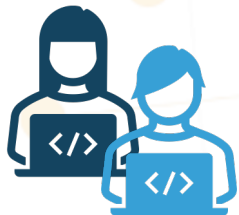


# Pool of candidates

CoolPeople is a system in which we constantly keep an up-to-date list of ASAP IT professionals that we can offer you immediately.

The Pool is available at <https://pool.coolpeople.cz/> and you can search there without limitations by technology, location or keyword of the technology what you are currently looking for.

You can use it responsively on mobile, desktop or tablet.



500+

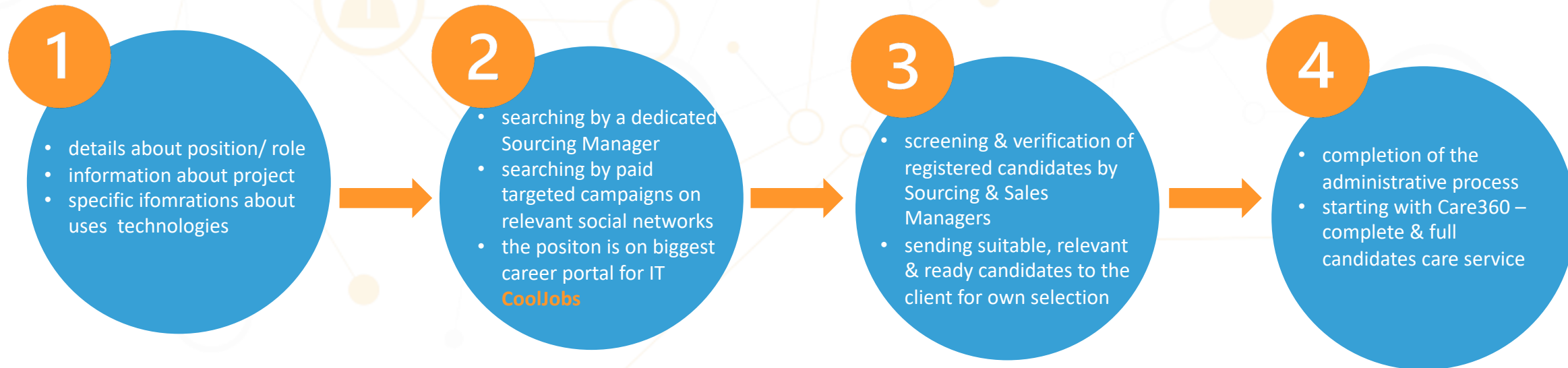






# About us

We have option if you don't choose candidates from CoolPeople Pool. We take your specific request as a new order. We have really systematic and power up system for processing. We constantly improving & adapting for current market conditions.





## About us



we offer full-service in the IT recruitment area



we can cover any area of your business



scalable model with transparent prices allows a monthly delivery of 60+ FTE



## Current CZ market

The Czech market is undergoing a major change, especially in digitization. Companies are unable to fulfill their current projects due to the lack of IT experts. Internal and external HR companies lack specialization and reach for a given target group. Traditional tools and resources are no longer working and new recruitment processes need to be sought and implemented.

slow recruitment  
processes at external  
companies

lack of IT experts and  
increase in demand

irrelevant  
candidates



changes on the  
market

traditional non-  
functional HR  
resources and tools in  
the field of IT  
recruitment



# Solution



searching for relevant candidates through modern online tools and in a database



dedicated Sourcing and Sales Manager throughout the collaboration



flexible and dynamic processes



personalized ads for the target group on the largest career portal for IT [www.cooljobs.eu](http://www.cooljobs.eu) and LinkedIn



paid ads on the largest social networks targeted to a relevant audience



use of modern data analysis tools - LinkedIn Talent Insights, LinkedIn Recruiter

## Results

In 2020, we achieved 1.2 billion in consolidated turnover and increased the number of orders, contracts, interviews and offers sent per client.







## Results

In 2019, we recorded a record increase in demand of 47% in the first 8 months compared to 2018.

The increase in demand for 2020 compared to 2019 is 14% despite a steep fall, about 40%, during the pandemic state.



2018

47 %

2019

14 %

2020



## Recruitment tools



5 000 000+  
views

20 000+  
click-through

110 000  
reach



## Recruitment tools



### Brand building

activity in the online environment - natural environment of IT experts



### Employer branding

profile branding, content sharing = clear identity



### Brand awareness

personalized content for our target group = constant acquisition of followers

**1000+**  
**conversions**

**200+**  
**offers sent**

**25+**  
**orders**



# CoolJobs Social



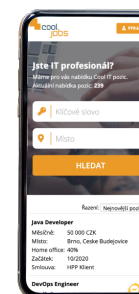
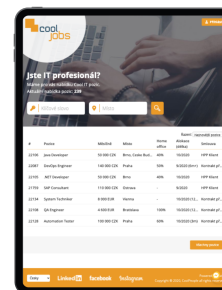
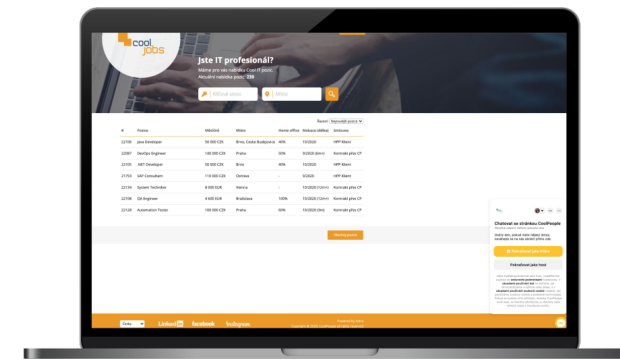
the largest and most visited career portal for IT professionals in the Czech Republic



personalized advertisements



fully responsive



90 000+  
page visits

1 minute+  
average time spent  
on the page

50 %  
bounce rate