

# Client Success

**With SmartSearch, TalentZök generated additional revenue and grew market share over their competition.**

## About TalentZök

TalentZök is the nation's premier specialized staffing firm named by San Diego Business Journal as one of the Fastest Growing Companies for 6 consecutive years. As one of the most innovative staffing firms, the leadership at TalentZök recognizes the need and value for staying current on what's happening in the staffing industry along with what's taking place in their clients' industries. The ability to pivot and change direction quickly makes TalentZök the perfect client for SmartSearch.

## Client Challenge

Working closely with the SmartSearch technical innovation staff allows TalentZök to take an active role in determining what enhancements and advancements are placed in the production queue. In one such instance, TalentZök requested a change to the configurability of the system to meet their unique business needs. This enhancement aligned with their business processes by providing them with greater efficiency and an easier way to notate calls, texts, and emails to candidates.

## Results

The implementation of SmartSearch generated additional revenue by filling jobs more quickly and positioned TalentZök ahead of competitors, enhancing market share. SmartSearch has saved valuable time and resources, enabling TalentZök staff to focus more on filling positions and addressing client requests. It has also streamlined communication processes by eliminating the need for continuous administrative follow up.

TalentZök regards SmartSearch as a valued partner who listens well and works with clients in a customer-centric way. They appreciate that the SmartSearch support team is always available to recommend best practices or to help configure the system to best meet the needs of the client.