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Emplobot: disrupting HR landscape with AI tech

Think BIG GROW smarter

UPC Think Big, June 2019

The new wave of communication technology

HR tech evolution is induced by the rapid changes in the way people communicate

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Job market trends

Rapid tech evolution and sociographic changes significantly shape the labour market

Talent war rage on

Automation & AI is becoming the new normal

Candidate-driven job market

Everything changes, so does the job market

Sourcing quality candidates is harder than ever

Candidates don’t look for work

approx

70-80%

candidates are passive job seekers

Low conversion rate

only

8.59%

of career site visitors turn into applicants

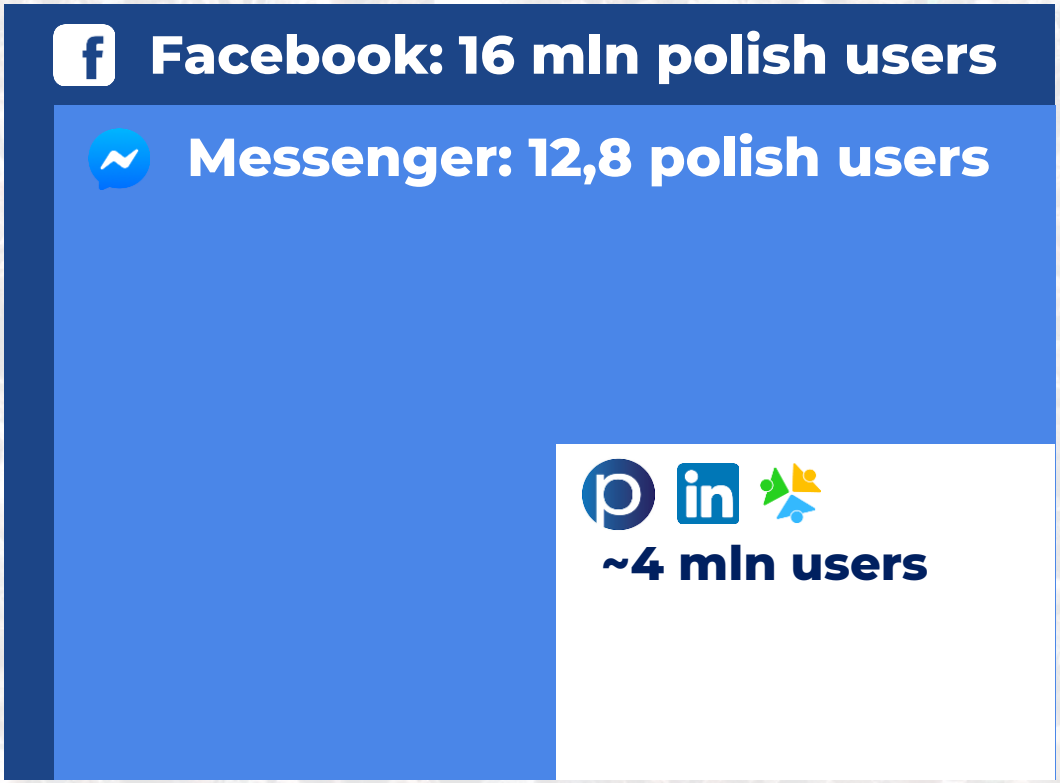
Candidates feel ignored

80%

of job applicants have a feeling their application hasn’t been verified at all

There are plenty of candidates

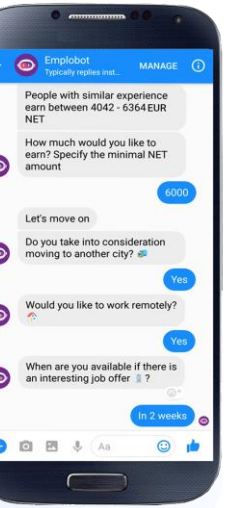
You are just looking in the wrong place

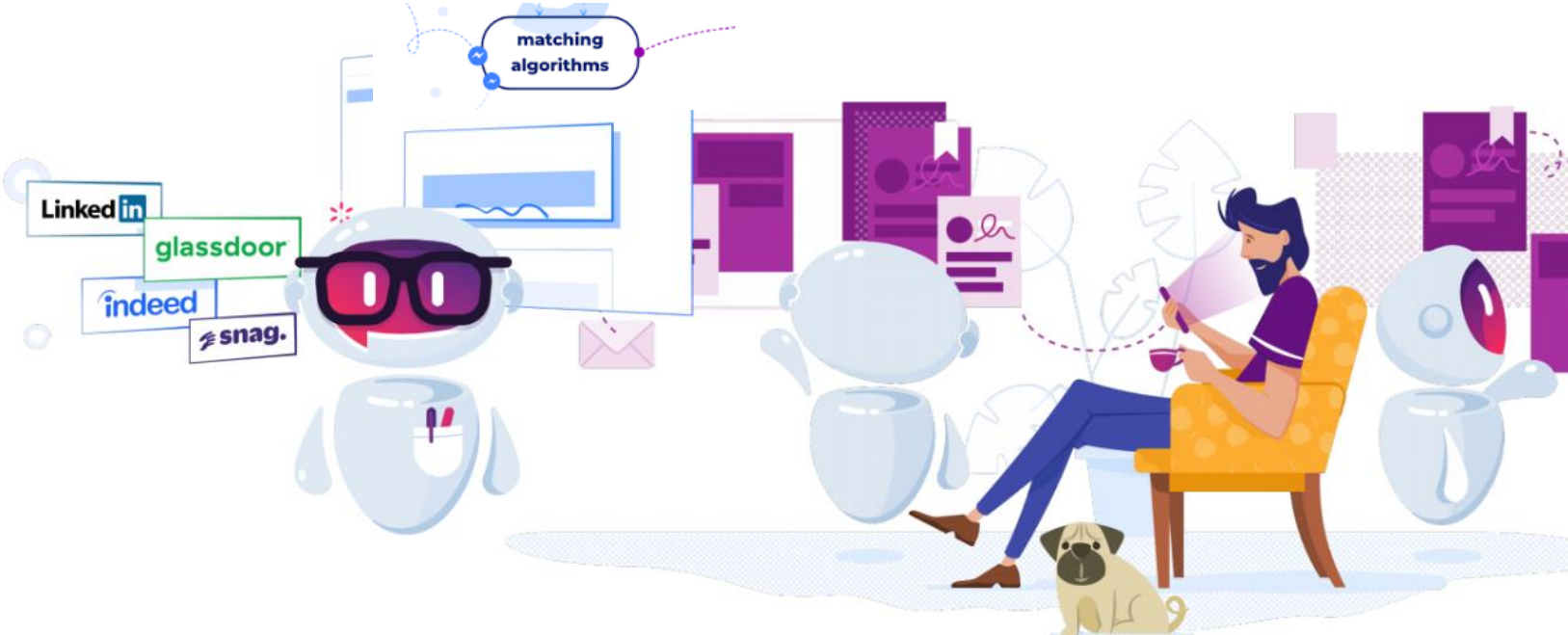


Solution: Emplobot

AI-based personal career assistant

that **searches, applies and negotiates** offer **on behalf** of the candidate





How does it work: 3 steps

#1

Our system uses online ads both to acquire candidates and to build brand awareness

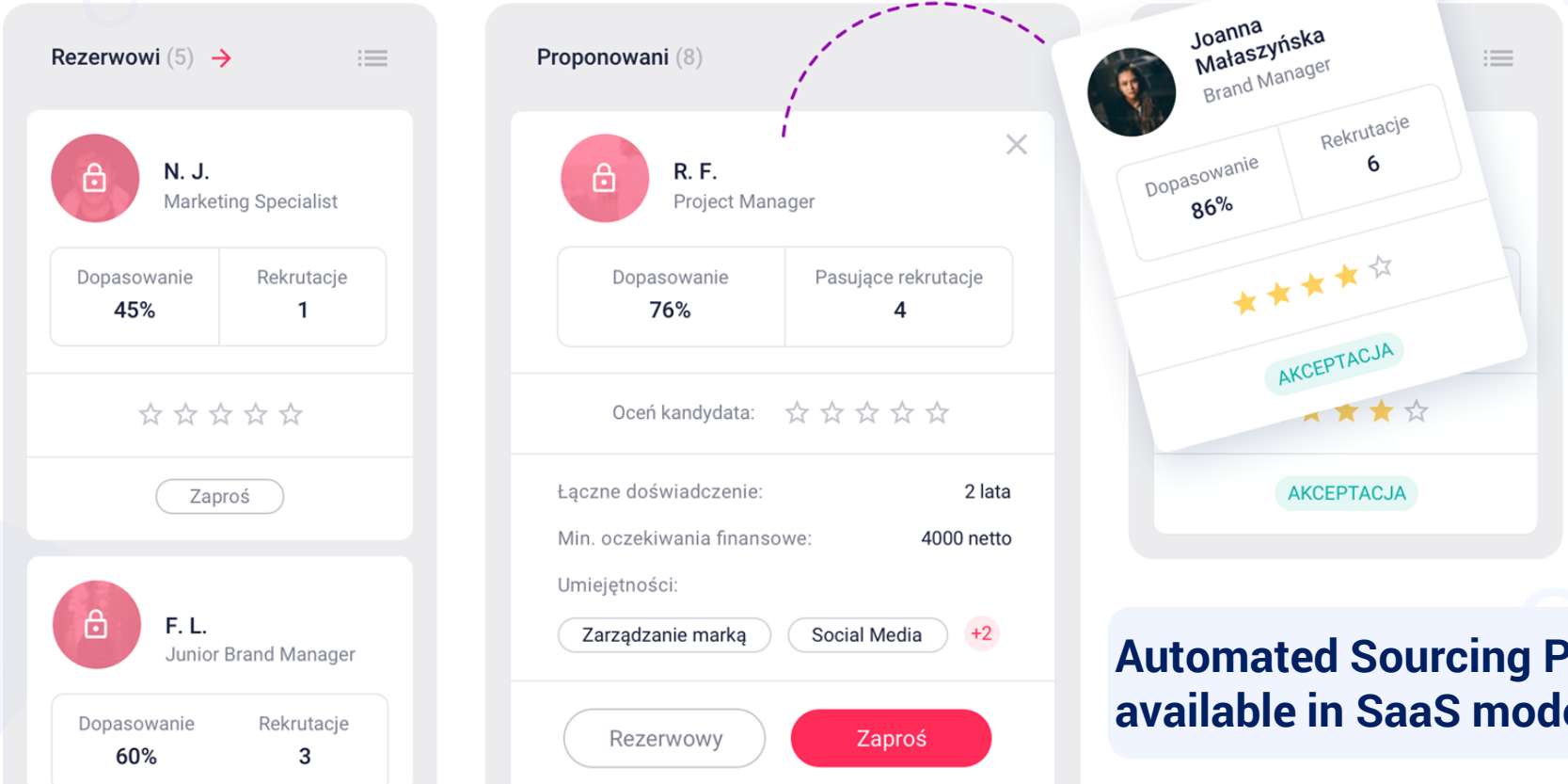
#2

The bot applies (anonymously) on behalf of the candidate for matched jobs listed on job boards and career pages. Application is sent as a “blind CV”

#3

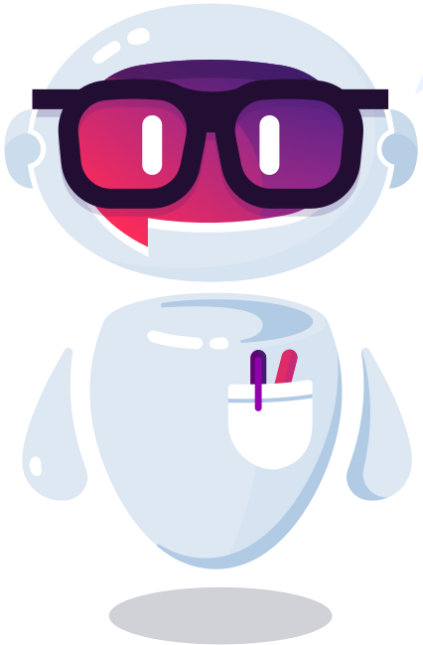
If an employer is interested in the offer the only thing he has to do is to click the link that onboards his company in the Emplobot system

Recruiter’s perspective



Automated Sourcing Platform available in SaaS model

Results say it all



Effects after the first 3 months of using recruitment chatbot (Emplobot) by one the biggest bank operating in Poland:

1021
conversations with chatbot

625
candidates invited to the 2nd stage

146
candidates ready to interview

Our ROI rocks!

1,46 zł

the cost of acquiring a HIGHLY QUALIFIED candidate to the chatbot conversation

0,43 zł

the cost of acquiring a LOW-QUALIFIED candidate to the chatbot conversation

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Why now?

Conversational Interface (CI) revolution

Approx 300k bots operating on Messenger today

85% of CX managed without human by 2020

Better and seamless candidate service

About us

Selected clients

Bank Polski · AVIVA · mBank · NEUCA · Santander · ferrovial · HEINEKEN · dpd

R&D Grants

European Funds Smart Growth · Leonarto α Always be creating · Narodowe Centrum Badań i Rozwoju

Global competitions

NLEASH · The Heart Corporate Innovation Awards 2018 · European Start-up · Central European Startup Awards · Digital Communication Awards 2018 · ABSL Start-Up Challenge

We are a **team of 20+** highly skilled specialists incl. Data Scientists, Software Engineers and Analysts with a **strong academic background** in data science, machine learning and NLP.

9
Scholars
(PhD and above)

300+
Publications
(in ML/NLP/AI)

EUR 3M
R&D EU Grants*
(in ML/CS/AI)

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Sounds interesting?
We are pretty sure it does!

Krzysztof Sobczak, CEO
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