



Intro to Shortlist
Dec 2019



Looking to hire marketers or partner with Shortlist – allan@shortlist.net

Looking for a new professional opportunity – [**www.shortlist.net**](http://www.shortlist.net)

Hiring is hard - hiring in emerging markets is even harder



LOTS OF NOISE

Job boards deliver quantity, but fail to ensure quality

Explosion of workforce and high unemployment fuel volume



HIDDEN TALENT

Signals of achievement (e.g., elite schools, corporate experience) only for the privileged few

Reliance on these indicators favors pedigree over potential



SAME OLD SOLUTIONS

Recruiters are subscale, tech-backward, and rely entirely on the CV

Global HR tech not built for emerging markets

Shortlist helps companies build better teams



“Shortlist’s data-driven screening model saved us so much time and helped us meet outstanding candidates.”

CEO, SunCulture

2,600+
hires

600+
clients in Africa
and India

1500+
job searches
conducted

1,000,000+
candidates from 70+
countries in database

We automate skills-based screening and engagement at scale

LANDING PAGE



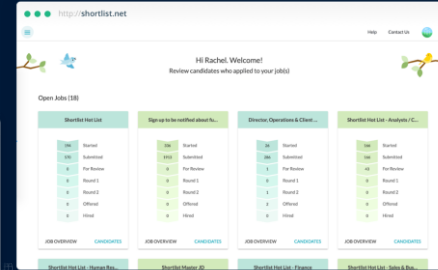
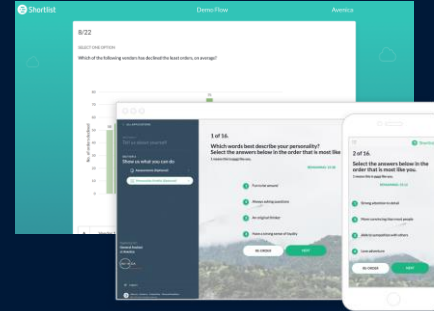
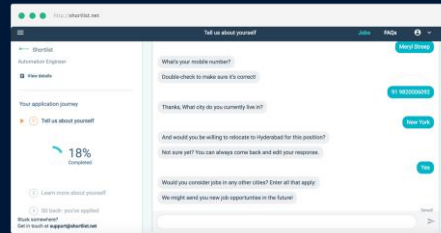
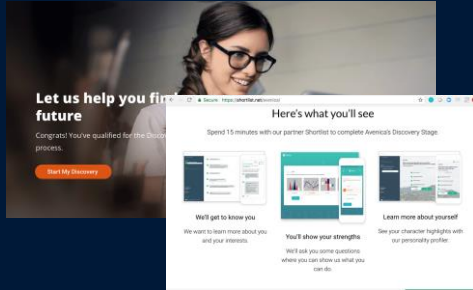
CHATBOT



SKILL &
PERSONALITY
ASSESSMENTS



CANDIDATE
DASHBOARD



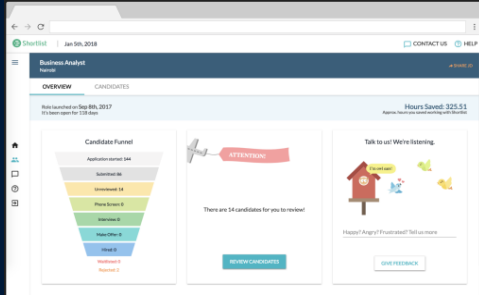
Highlight what's special about an opportunity to entice applicants

Chatbot gathers information like location, salary, experience, and whatever you want

Attitude, competency and skills assessments see what candidates can do

Easy review of candidates & take action in the platform

We're not your average recruiter



ALL-IN-ONE SOLUTION

One-stop for job board posting, chatbot screening, assessments, voice and video interviews, and ATS-style review



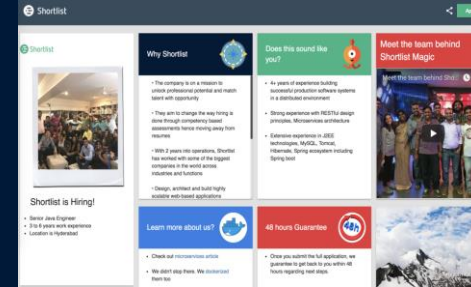
BALANCE OF TECH AND TOUCH

Intuitive and easy-to-use tech, no complex integration required, full-service support if you want it, and always someone to call



UNIQUE DATA FOR BETTER CURATION

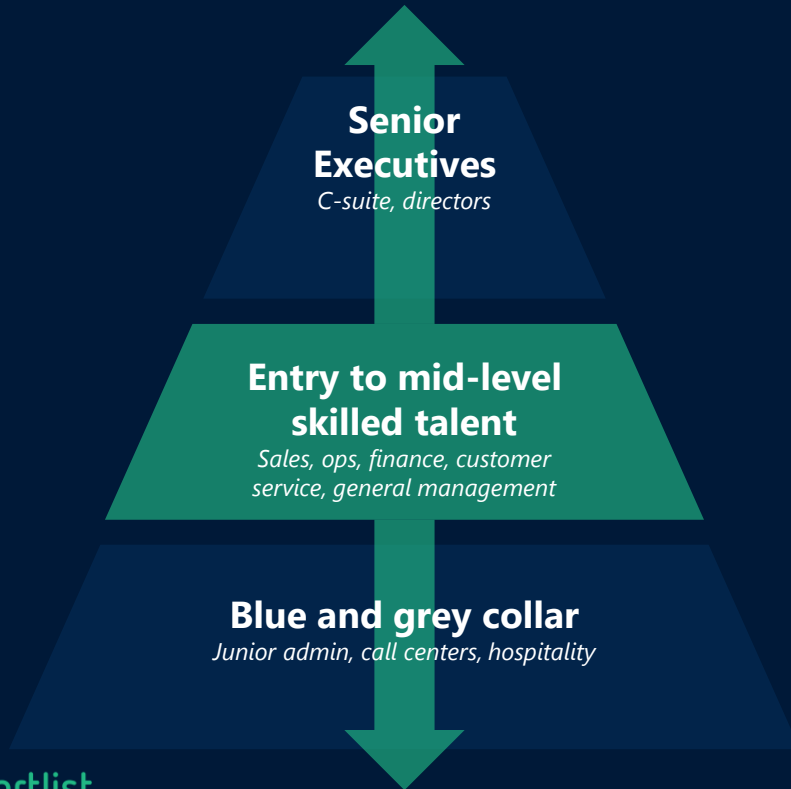
Hundreds of data points on each candidate fuel our recommendation engine for superior matching, fueling focus on candidate quality vs. quantity



AMAZING CANDIDATE EXPERIENCE

We give jobseekers a chance to show employers what you can do. Phone and online support. No black holes. #candidatelove

We focus on young skilled professionals, with ability to move both up and down the skill pyramid



- We have built capacity to support more senior placements
- We started with entry-level skilled talent due to greater tech comfort, potential for digital screening, and employer demand/willingness to pay.
- We have product to support with the blue/grey collar workers (skilled/semi-skilled).

Leaders with a passion for building great teams and products



PAUL BRELOFF
Co-founder & CEO

Founder of global fintech fund Accion Venture Lab; former SKS executive; corporate lawyer



SIMON DESJARDINS
Co-founder & Head of Advisory & Search

8 years at Shell Foundation investing in leading energy & fin services companies



MATT SCHNUCK
Co-founder & Chairman

Founder and CEO of finance software company Trouvé Media (acquired by Bankrate)



ARIANE FISHER
Managing Director, Kenya

3 years in Spencer Stuart's tech practice, focused on organisational culture and executive search



SUDHEER BANDARU
Chief Technology Officer

8 years architecting tech systems matching consumers and services; former Dir. Engineering at BankRate



MRIDVIKA RAISINGHANI
Managing Director, India

12 years in operational and business development roles at Mindseed, Teach for India, and E&Y



DORIS MUIGEI
Head of Business, Kenya

Former lead consultant at Career Connections, with over 10 years experience at leading brands in Africa and the Middle East



MAGGY MUSHIRA
Head of Executive Search, Africa

7+ years experience leading over 200+ C-level searches in Africa and Europe



LOTIKA BARUAH
Director, Operations and Client Success

5 years of HR management experience in healthcare and at The Boston Consulting Group



Doris Muigei, Country Head
doris@shortlist.net , +254 716 957 776
