

Talent agency achieves true global collaboration.

SUCCESS STORY

With collaboration central to the virtual model of global technology recruitment firm **Lincoln Inside Sales**, management required a tool that would not only enable recruiters to source talent across multiple regions, but also allow the team to connect globally through a central hub. LinkedIn Recruiter helps team members—many of whom keep non-traditional working hours—manage workflows more efficiently,



Engagement with passive candidates

90% of the company's hires are difficult-to-engage passive candidates.



ROI generated ASAP

Lincoln Inside Sales has seen return on its LinkedIn Talent Solutions investment in only four months.



LinkedIn-sourced candidates

The company sources over 60% of its candidates for internal and client-facing roles through LinkedIn.



THE CHALLENGE

Trying to achieve global alignment, at scale

With the IT industry evolving continuously, it was vital to use specialized tools to find and engage quality candidates for each open position. Lincoln Inside Sales also required tools that allowed the recruiting team to connect globally through a central hub.

THE SOLUTION

Standing out from the competition

Lincoln Inside Sales needed to differentiate itself to compete against global players in the industry. LinkedIn Talent Solutions helped the company achieve a unique, sustainable, competitive advantage, boosting its reputation as a top sourcing agency. The company set up its [LinkedIn Career Page](#) as an online hub to highlight the company's credentials to potential clients, as well as to candidates. And [LinkedIn Recruiter](#) provides search filters to quickly identify candidates with the precise skills their clients need.

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Pre-LinkedIn, our model wouldn't exist. The overall impact of LinkedIn Recruiter on our team has been nothing but amazing.



Vanessa Tierney

CEO
Lincoln Inside Sales

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