



THE  
WELLINGTON  
GROUP

# How WGI finds top contractors in record time.

## SUCCESS STORY

Recruiting firm **The Wellington Group (WGI)** has built a premium brand on sourcing needed skills with speed. But locating highly skilled people open to contract work is time consuming, and Strategic Sourcing Consultant Molly Colsant needed a way to identify appropriate candidates more quickly. With LinkedIn Recruiter's contractor sourcing feature, she can.



### Produces results

In just two weeks, Colsant found over 20 quality candidates, with more potential hires in the pipeline.



### Saves time

With filtered searches, she can reach the most interested candidates quickly.



### Eliminates steps

Given her success with the contractor filter, Colsant rarely needs to broaden her searches to all open candidates, as she has in the past.



## THE CHALLENGE

# Finding contractor candidates quickly

Breakneck turnaround times are the norm in sourcing contractors, and many of Wellington's clients require candidate referrals within 72 hours but expect them faster. Yet finding candidates open to temporary positions can be extremely time consuming. Colsant needed a way to quickly zero in on skilled people open to contract work.

## THE SOLUTION

# Searching by employment type

With almost 40 openings to work on at any given time, Colsant values efficiency. Using **LinkedIn Recruiter** to search by employment type allows her to quickly access candidates who have signaled that they're open to contracting. She now first drills down to a highly refined pool of candidates open to contract work and then expands her search outward to all appropriately skilled candidates who are open to new opportunities, using her time far more effectively by almost exclusively going after open talent.

[Learn more](#)

“

LinkedIn Recruiter provides you the ability to streamline and research in seconds, so that every hour of your day is productive.



**Molly Colsant**

Strategic Sourcing Consultant  
WGI