

Pillar



Terminal

Make the most of every interview.

Technical recruiting firm, Terminal, improved their submission to offer rate by 2X using Pillar's hiring platform

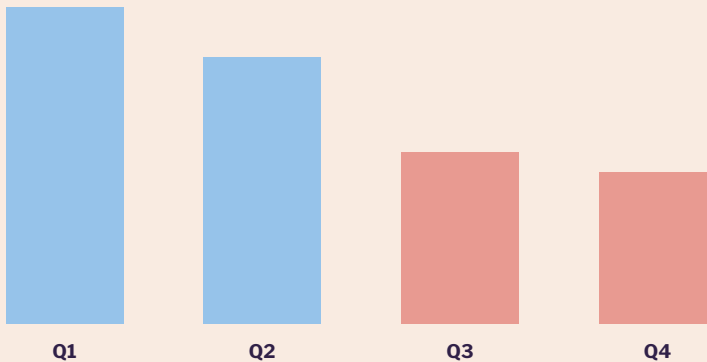
Rita Rivera was aiming to differentiate Terminal's recruiting process from their competitors. "We're really trying to set ourselves apart," said Rita. My boss said, 'Rita, go find what we need to make our process faster, better, and more innovative. So, when I saw Pillar— and I've seen a lot of sourcing and recruiting tools— I knew they were on to something!"

“ Having the ability to record and share interview clips with our hiring teams has been a game-changer in getting good candidates into the process and speeding up our time to hire.

Rita Rivera
Programs Manager, Talent Acquisition

Terminal sliced submission-to-offer ratio in half

Fewer candidates find a great hire? That's a win-win for both recruiters and hiring managers.



Terminal is improving key metrics across the board, like **10 hours saved per recruiter, per week** and **more than 60 minutes saved per candidate**

Pillar empowers recruiters and hiring teams to collaborate in new ways.

Recruiters at Terminal take highlights from their interviews and share them with hiring teams, so that frontline leaders can get a sense for the candidates they'd like to progress to the next round. It's saving time for frontline recruiters and hiring managers alike.

Claudia Hernandez, Manager of Talent Acquisition, notes, "For one of our clients using Pillar, we've cut a step out of our interview process and shortened each of the interviews—saving hours." Their secret? Sharing highlights of previous interviews. "Our clients are more comfortable when they can hear directly from candidates—their experience, their communication skills, what they're looking for, what they've done—instead of just reading a transcript or a resume. It's more helpful for them," says Claudia.

10 hour saved per recruiter, per week.



What's caused this shift? Recruiters are more effectively sourcing the right people—and they're using Pillar to review their interviews and send only the best possible candidates to hiring managers. And on the other hand, the hiring teams can more quickly and thoroughly evaluate those candidates through highlights in Pillar and spend their time on the best-fit candidates. That means that Terminal and their clients are getting more talented people in the right seats—with less time and effort. "Pillar is vital. It's solving a problem and it's insanely helpful, especially for remote companies," Rita concludes. "It's super beneficial for my team. If recruiters at every company, whether SMB or enterprise, were using it, they'd speed up their hiring significantly."