



Specialists in the recruitment of **sales, marketing and digital** profiles

Middle - Top Management



Job2BeDone

SALES TALENT SEARCH

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Genesis

Job2BeDone is the result of 15 years of expertise in recruiting and hunting for Sales & Marketing profiles.

In a tight market, with volatile profiles and complicated retention, our team of experts operates in this context of recruitment under pressure.

Our mission

To accompany the growth of our clients by identifying the best talents for them, creators of value.

Our commitment

Job2Bedone is not a name chosen at random, it is a fundamental approach in the way we operate internally but also with our customers and candidates.

#centricity #value creation



"Our entire organization is governed by the notions of centricity and value creation"

Charles LAMBERT CEO - Founder

Our values

We find meaning in our work
by the value we bring to
candidates and our clients.



People are our
#1 asset



Pragmatism



Sense of service
and results



Ethics & respect for
skills

Our mission

At J2BD, our consultants are focused on you.

Our DNA can be summarized in 3 words:



Centricity



Commitment

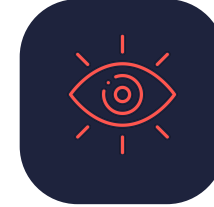


Value creation

Our commitments



3 founding pillars



Transparency



Efficiency



Excellence

Approach & Method

1 Human Expertise



You are looking for...

- Talents who know how to listen to their clients
- Ambassadors who embody the vision, values and positioning of your company in the field
- Candidates completely aligned with your ambitions and your rules of governance.



...This is how our consultants work

- Understanding your needs and challenges
- Represent you accurately in the speech and approach of the candidate
- Be an ambassador of choice in the search for your future talent
- Advice and proposal force.



1

Expertise
Human



hollo

2

Technology



Excellence
Operational

Approach & Method

2 Technology at the service of people

Our consultants use Hollo, a next-generation recruitment platform that revolutionizes the way we interact with candidates. Its intelligent features enhance the candidate experience, automatically engage candidates in a personalized conversation and reactivate our talent pool in real time.



-79%

Time reduction

of pre-qualification
of our candidates.

2,5x

Conversion rate

Accelerates the speed of exchanges
candidates

98%

Completion rate

Lasting engagement with
candidates through the power of
of conversation.

+144%

Gain in productivity

We eliminate repetitive tasks
and concentrate on those with higher added
value.
added value.



Job2BeDone

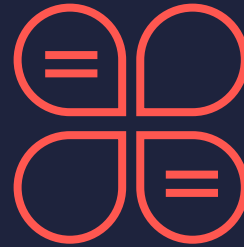
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3 service offers



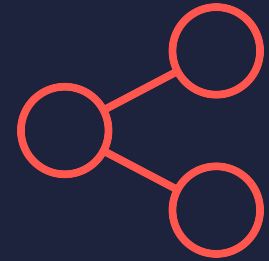
1. RECRUITMENT

A complete approach
for your specific or recurring needs



2. RPO Off/On Site

J2BD recruiters work
remotely or in your offices
exclusively for your company.



3. FAST

The all-in-one platform
to manage your recruitment campaign
your recruitment campaign in complete
autonomy.



RECRUITMENT

A complete and tailor-made approach for your specific or recurrent needs

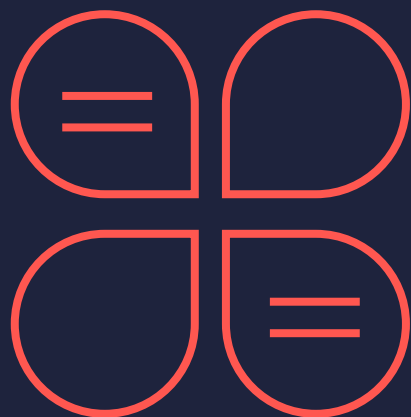
Our TAS cover and coordinate the entirety of your recruitment process.

Solution

- An expert consultant dedicated to your needs
- Relay of your vision, ambassador of your employer brand
- 1/2 day immersion
- Physical Interviews & Tests
- The first profiles within 7 days
- Customer platform
- Replacement warranty

Benefits

- You reduce the risk of a failed recruitment
- Assessment tools that increase the predictive value of each recruitment
- Integration follow-up that increases candidate retention
- Save money and focus on the high value of your work



RPO Off/On Site

A turnkey solution to support your growth by recruiting better, faster and less expensive.

J2BD recruiters work remotely or in your offices exclusively for your company.

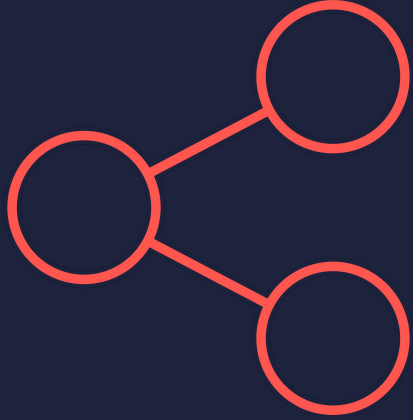
1. Better
2. Faster
3. A single price regardless of the number of recruitments made

Solution

The intervention of a Talent Acquisition Specialist in your offices on a rhythm and a defined and renewable period.
True HR Business Partner.

Benefits

- An expert TAS at your place without any time commitment
- Focus on the high added value of your work
- Relay of your employer brand
- Innovative business model
- Cost control (40% savings)



FAST

The all-in-one platform
to manage your recruitment campaign
your recruitment campaign in complete
autonomy.

Solution

- A digital platform that reduces your time and costs
- Automatic publication of your ad on the biggest job boards
- Real-time view of your recruitment campaign
- Detection and promotion of the best profiles
- The expertise of a dedicated coach

Benefits

- Help in the detection of future potentials
- Mass distribution of your ad
- Intelligent pre-qualification of candidates
- Reduction of time and costs
- Unlimited number of recruitments on the same profile

KPI



Retention of candidates:
98.3% validate their EP



Recruitment time: **1.5 months**



The first profiles under
1 week



30% of executive recruitments
in 2022 will be in sales
functions

Our references

VC

breega
alter equity
CAP HORN



...

INDUSTRIES



...

FMCG



...

CONSULTING - BTOB SERVICES



...

SAAS



...

IMPACT



...

REAL ESTATE



...

HEALTH



...

DIGITAL



...

Testimonials



"As an HRM in the digital marketing industry, I recommend the high quality services of Job2BeDone and, in particular, Foucauld. We had an urgent recruitment need, with a clear idea of the ideal candidate - he found him! In addition, his responsiveness and systematic follow-up at every stage of the process establishes a relationship of trust from the start."

Julie Taylor
Regional Human Resources



"When I was looking for recruitment support, I couldn't have found a better fit than Charles Lambert and Foucauld Champeaux to support us. Job2BeDone clearly stood out from the crowd with an excellent approach and understanding of the needs of mid-sized teams like us. Thanks to them I have not finished spending good days: I have the same schedule of signing CDIs over April, May, June and July! "

Didier FREDENUCCI
CEO



"A pleasure to work with the entire team, all our contacts were ultra responsive, tenacious, attentive and invested 100% for an impressive result since they allowed us to fill a dozen positions in record time. We will not hesitate to continue this very fruitful collaboration for our next recruitments."

Daphné Vauclin-de-Calbiac
HR Director



"Job2BeDone is supporting us in our big recruitment effort on our sales team: their team is very responsive to our needs, and shows the flexibility needed for a very fast growing company like Pretto."

Pierre CHAPON
Co-fondateur

Our team



Charles LAMBERT
CEO - Founder



Foucauld CHAMPEAUX
Head of Talent Acquisition



**Théodore
DE LA MORINIÈRE**
Head Of Sales



Roxane LINIÈRES
Office Manager



Clara ROCHARD
Talent Acquisition Specialist
- Sénior



Margot COMPARETTI
Talent Acquisition Specialist



Orane GUARY
Talent Acquisition Specialist



Cloé SANTACREU
Talent Acquisition Specialist



Thomas Crave
Sales Accelerator

but why
you do it

Simon Sinek



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