

? Recruitment Pain Points —
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Recruitment Pain Points (????/????????????????????)
???????????????????????????? +???????????????????????????? Pitch,
Presentation, Sales Script ??? HR Consultation????????

? Recruitment Pain Points —
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1) Talent Shortage / ??????????????????????

- ?????????????????????????????
 - ????????????????????? (IT, Digital, Engineer?????)
 - ?????????????????????
-

2) Slow Hiring Process / ??????????????????

- ?????????????????????????
 - ?????????????????????
 - Lead time ????? 30–60 ??
 - ??? ? ????????????????? ? ?????????????
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3) High Recruitment Cost / ????????????

- ?????????????????????
 - ????????????????????? HR ???
 - ?????????????????????
 - Cost per Hire ????????
-

4) Poor Job Description / JD ??????

- ????? JD ??? Copy-Paste
 - ?????????????????????????
 - JD ????????????????????? Hiring Manager
-

5) Low Response Rate / ??????????????????

- ?????????????????
 - ?????????
 - ???????? Passive ????????
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