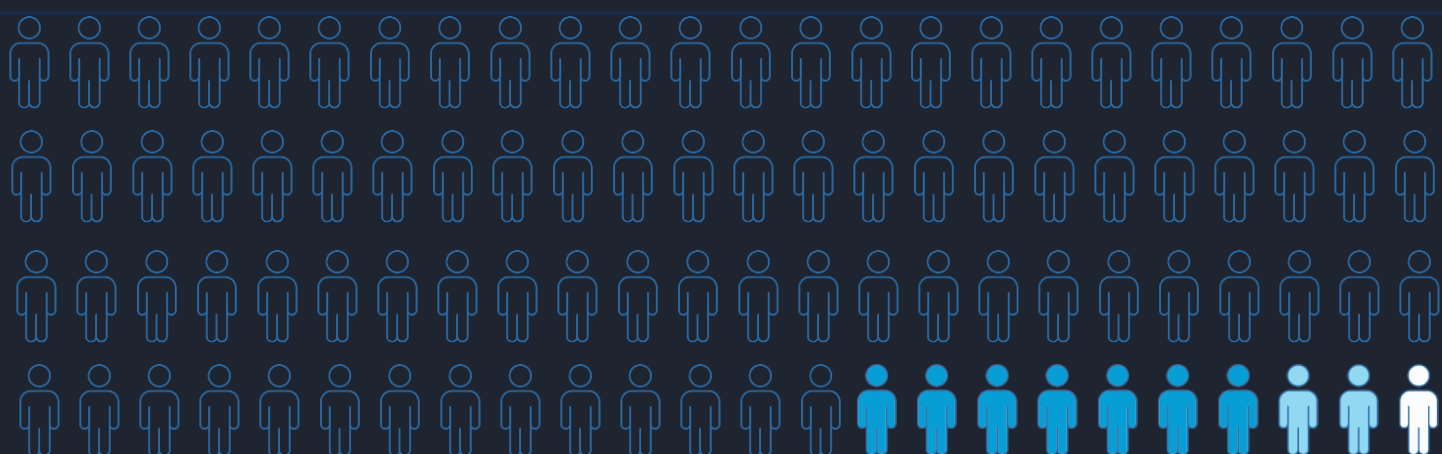


Jordan Sitter Helps Fill 70+ Hitachi Heavy Equipment Jobs - for 2/3 Less Than Typical Recruiting Agencies Charge



8708 TOTAL CANDIDATES **897** CANDIDATES SCREENED **266** CANDIDATES INTERVIEWED **89** JOB OFFERS **70+** HIRES

The Jordan Sitter recruiting process included screening nearly 9000 candidates on behalf of Hitachi. Less than 1% were ultimately hired. Most hires were passive job seekers identified by Jordan Sitter.



10%

10 out of 100 candidates made it through the JSA initial screening process

3%

3 out of 100 candidates were selected for interviews

1%

1 out of 100 candidates were extended job offers

3640 hrs

Two Jordan Sitter recruiters worked a combined **70 hrs/week** for **12 months** to source and screen the candidate pool for Hitachi's open positions.



79%

55 of 70 Hires Were Passive Candidates Sourced by Jordan Sitter

59% of Filled Jobs Were Product Support Roles

41% of Filled Jobs Were Sales, Marketing & Corporate Roles



Jobs Were Filled in **North & South America**



\$7,000,000 Total Salaries of Hires

\$462,500 Total JSA Recruiting Fees (6%; \$6,600 avg/hire)

\$0.6-1.3M JSA Savings vs Typical Recruiting Fees*

*** Typical Recruiting Fees**
25% - \$1,750,000
20% - \$1,400,000
15% - \$1,050,000

JSA \$ Savings	% Savings
\$1,287,500	74%
\$937,500	67%
\$587,500	56%

NOTE: % of total salaries of Hitachi hires



Jay always does a great job for our company. Excellent to work with and brings good candidates to my department. Could not be more pleased. His demeanor, approach and counsel helped me smooth the rough spots and get over the finish line. I highly recommend him. You won't be disappointed.

5 out of 5 stars - Gene Medeiros, Director Service Parts, Hitachi Construction Machinery Americas

650%

The primary success of the program in my view, is the quality of the people that were hired. They have contributed to a business that has grown 650% in 2022 vs 2021. This kind of growth can't happen without getting great people.

Al Quinn, CEO, Hitachi Construction Machinery Americas