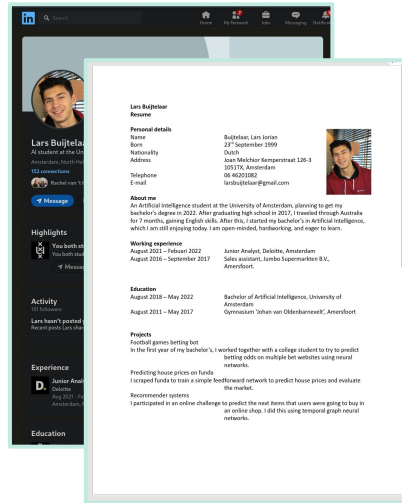# AI for Staffing Agencies

Alfonso Taboada Warmerdam, Lars Buijtelaar, Lucas Meijer, Lodewijk Loerakker
AI Grant 2 Application

Product

- Create clean, professional documents from unstructured data

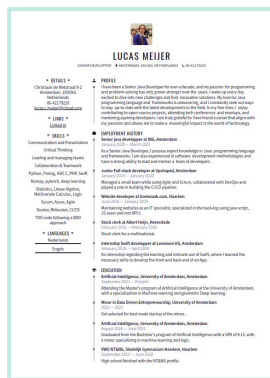- Transform into your own unique template (a resume and/or one-pager)

Resume, Linkedin/Github profile
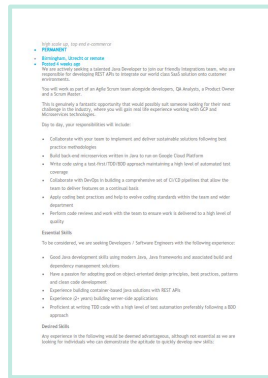
Document in the style of the agency

Product

- Able to analyse both resume and vacancy
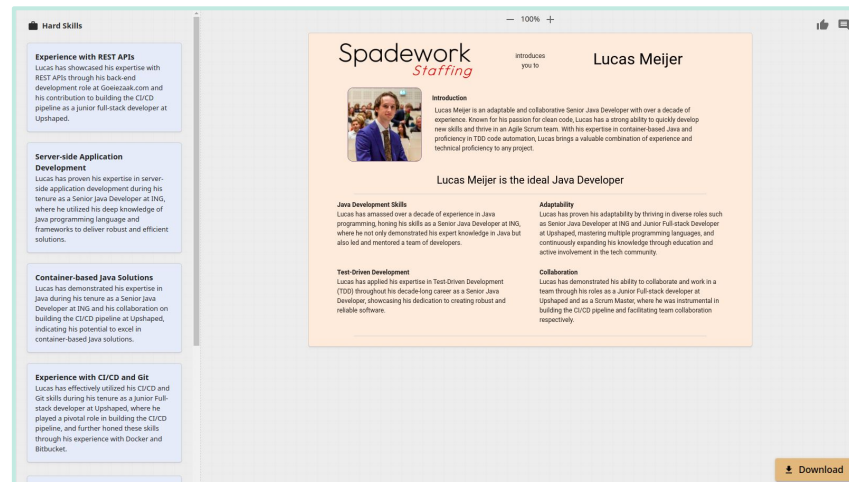
- Writes based on previous feedback (likes & dislikes)

showcase: https://spadework.ai demo: youtube.com/IBpHecvC9jg
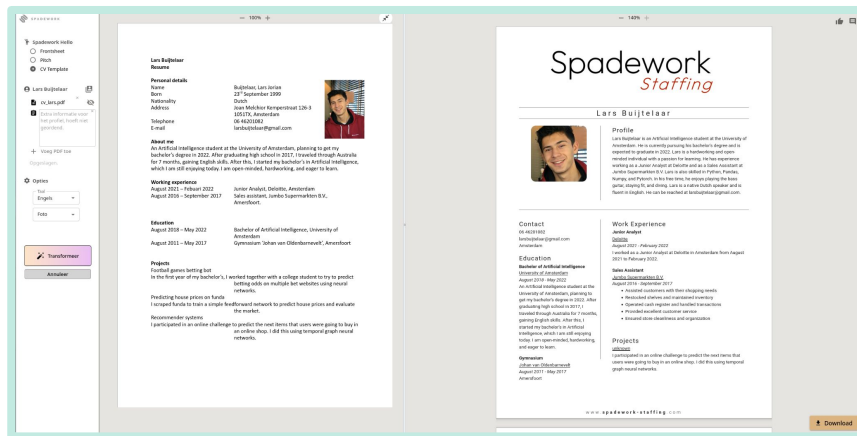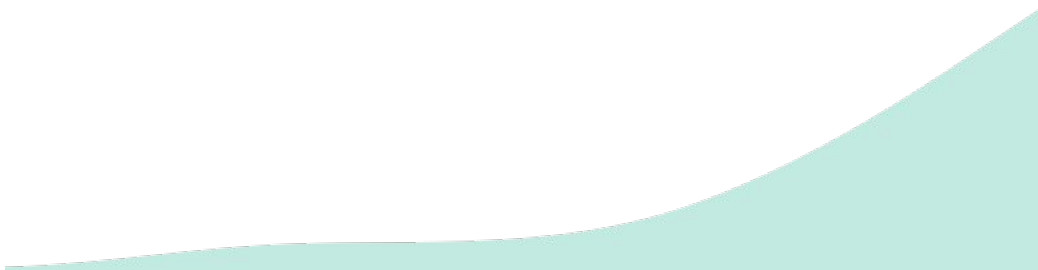

Resume

Vacancy

One-pager targeted to vacancy

Demand

- Iterated upon in collaboration with 5 staffing agencies

- Tool is used in their daily workflow

- Saves 15-45 minutes per candidate

- Achieves higher quality outputs than working completely manually

Business model

- One-off $250 for creating a template.
- On average we ask ~$5 per profile.

- We currently target agencies that have 20+ consultants
- Each agency creates 300 - 1200 profiles per month

  (= $1500 - $6000 revenue per agency per month)

- Compute/AI Costs: ~$0.15 per profile

Traction & Market Size

- Out of the 9 companies we have spoken

- 5 started the beta program

- All 5 converted to paying customers

- We aim for 30 customers by september (45k-135k monthly revenue)

- We plan to first scale to work with as many agencies as possible

- Long term we strive to become the solution for all people looking for a new job.

- The current total market size for Traditional Staffing Agency Software is $529 million [1], for Online Recruitment $10 billion [2]

[1]https://www.fortunebusinessinsights.com/staffing-agency-software-market-106745
[2]https://www.fortunebusinessinsights.com/online-recruitment-market-103730

Use of investment

- Go-to-Market

Scale the product to many more agencies, increasing data acquisition rate.

- AI development

Create models specialized for the understanding and writing resumes and vacancies

- Product development

Taking the tool to the next level in design & functionality

The Team

Lars Buijtelaar
Amsterdam
Executive

Alfonso Taboada
Warmerdam
Technology

Lodewijk Loerakker
Amsterdam
Data

Lucas Meijer
Amsterdam
Customers

- We have known each other for 5 years, having studied together in the Bachelor and Master's programme Artificial Intelligence at the University of Amsterdam

- Even though everybody is wearing all hats, we have different specialties and have divided the responsibilities accordingly

- We have been building together for almost 1 year, Spadework was founded 6 months ago (our third startup iteration together)

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