KFC

Clear all slicers

Request Date
All ▾

IC
All ▾

Store
All ▾

City
All ▾

RES

RES Comparision

RSC

RSC Comparision

Offering Rate (System) ⓘ
72,97%
PM: 72,97% ▬ 0.00%

Offering Rate (HC) ⓘ
63,11%
PM: 63,11% ▬ 0.00%

Onboarding Rate ⓘ
59,07%
PM: 59,07% ▬ 0.00%

Average Lead Time ⓘ
19,21
PM: 19,21 ▬ 0.00%

Recruitment Funnel Overview ⓘ

100%

Stage	Value
Request	7599
Application	21091
Offering (System)	5545
Offering (HC)	4796
Onboarding	4489

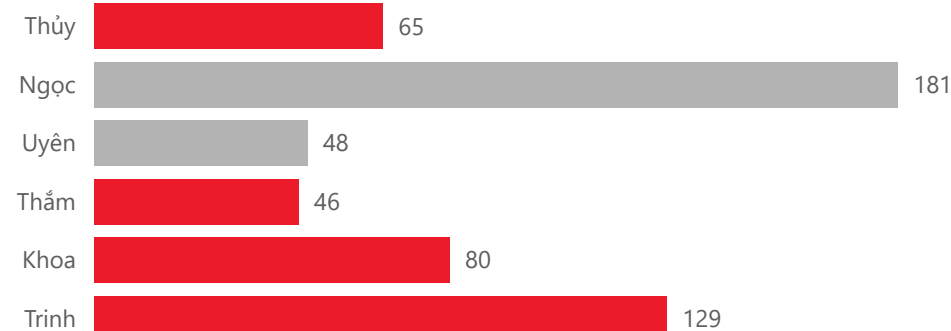59,1%

Offering (System & HC) & Onboarding Rates by PIC ⓘ

● Offering Rate (System) ● Offering Rate (HC) ● Onboarding Rate

Name	Offering Rate (System)	Offering Rate (HC)	Onboarding Rate
Thủy	68,16%		58,33%
Ngọc	61,81%	45,33%	
Uyên	67,80%	58,60%	
Thắm	78,74%	68,54%	
Khoa	86,66%	78,38%	
Trinh	75,11%		63,29%

Pending Hiring Requests by Recruiter (YTD) ⓘ

Recruiter	Value
Thủy	65
Ngọc	181
Uyên	48
Thắm	46
Khoa	80
Trinh	129

Pending Hiring Requests by Store (YTD) ⓘ

AM	Thủy	Ngọc	Uyên	Thắm	Khoa	Trinh	Total
⊞ AM Anh		30	5	-3		22	22
⊞ AM Du		19	1		8		8
⊞ AM Hằng	26			7			7
⊞ AM Hiền	47			-8			-8
⊞ AM Hoanh			38		12		12
⊞ AM Huê		3		2	11		11
⊞ AM Hương	5	31		10			10
⊞ AM Huyền	26	38	17				26
Total	**65**	**181**	**48**	**46**	**80**	**129**	**320**

KFC

Clear all slicers

Request Date
All ▾

IC
All ▾

Store
All ▾

City
All ▾

RES

RES Comparision

RSC

RSC Comparision

Offering Rate (System) ⓘ
72,97%
PM: 72,97% ▪ 0.00%

Offering Rate (HC) ⓘ
63,11%
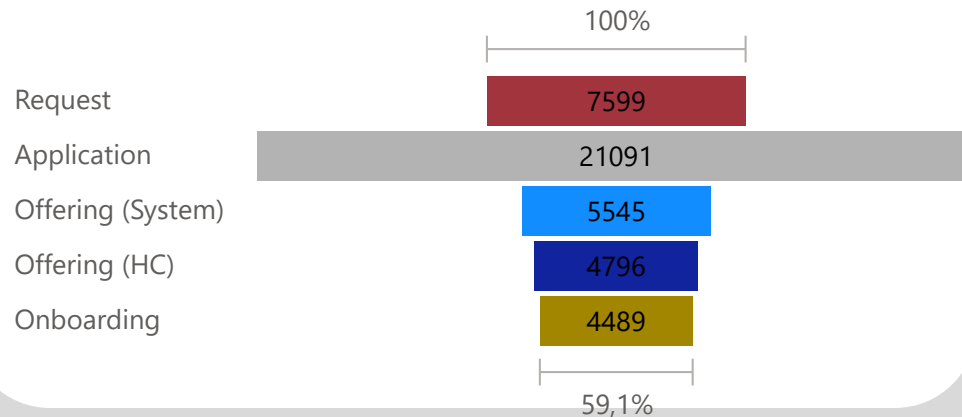PM: 63,11% ▪ 0.00%

Onboarding Rate ⓘ
59,07%
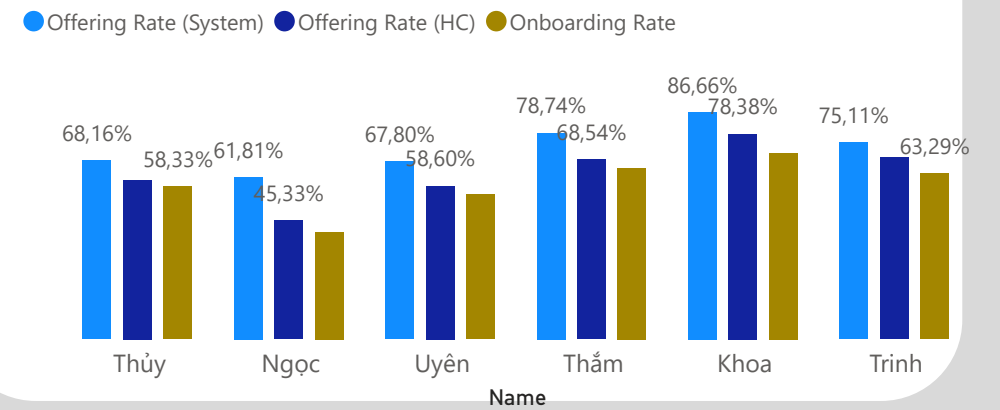PM: 59,07% ▪ 0.00%

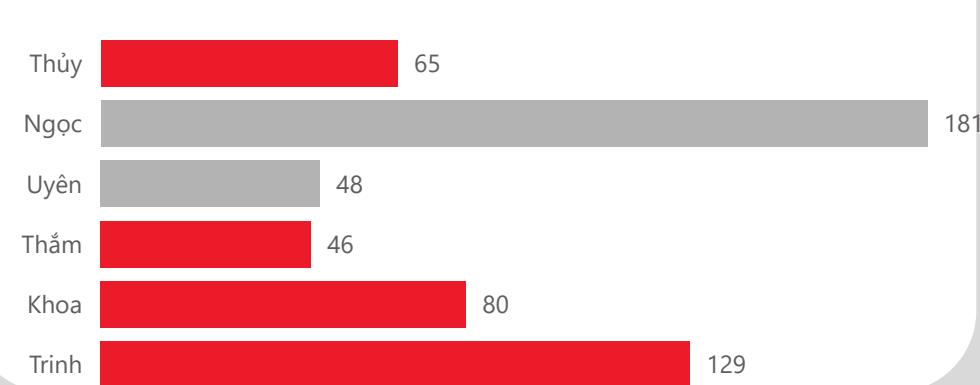## Average Lead Time ⓘ
19,21
PM: 19,21 ▪ 0.00%

Recruitment Funnel Overview ⓘ

100%

Stage	Value
Request	7599
Application	21091
Offering (System)	5545
Offering (HC)	4796
Onboarding	4489

59,1%

Offering (System & HC) & Onboarding Rates by PIC ⓘ

● Offering Rate (System) ● Offering Rate (HC) ● Onboarding Rate

Name	Offering Rate (System)	Offering Rate (HC)	Onboarding Rate
Thủy	68,16%	58,33%	
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Khoa	86,66%	78,38%	
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Pending Hiring Requests by Recruiter (YTD) ⓘ

Recruiter	Value
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Thắm	46
Khoa	80
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Pending Hiring Requests by Store (YTD) ⓘ

AM	Thủy	Ngọc	Uyên	Thắm	Khoa	Trinh	Total
⊞ AM Anh		30	5	-3		22	22
⊞ AM Du		19	1		8		8
⊞ AM Hằng	26			7			7
⊞ AM Hiền	47			-8			-8
⊞ AM Hoanh			38		12		12
⊞ AM Huê		3		2	11		11
⊞ AM Hương	5	31		10			10
⊞ AM Huyền	26	38	17				26
Total	**65**	**181**	**48**	**46**	**80**	**129**	**320**

KFC

Dashboard Header

Offering Rate (System)	Offering Rate (HC)	Onboarding Rate	Average Lead Time
72,97%	63,11%	59,07%	19,21

Filters

Clear all filters

Date
All

Comparision by
All

IC
All

Store
All

City
All

RES

RES Comparision

RSC

RSC Comparision

% IC by PIC

Date	Thủy	Ngọc	Uyên	Thắm	Khoa	Trinh	Total
12-2024	5,26%	24,66%	14,93%	7,76%			15,01%
01-2025	18,18%	17,45%	16,50%	25,28%			19,25%
02-2025	53,33%	65,38%	60,27%	64,18%			61,50%
03-2025	94,12%	52,22%	65,60%	77,60%			68,94%
04-2025	45,39%	39,06%	43,69%	44,32%			42,32%
05-2025	67,07%		76,19%	83,57%	57,03%	81,82%	72,22%
Total	58,33%	41,03%	55,26%	65,24%	71,08%	63,29%	59,07%

Offering Rate (System) & Onboarding Rate by OM

● Offering Rate (System) ● Onboarding Rate
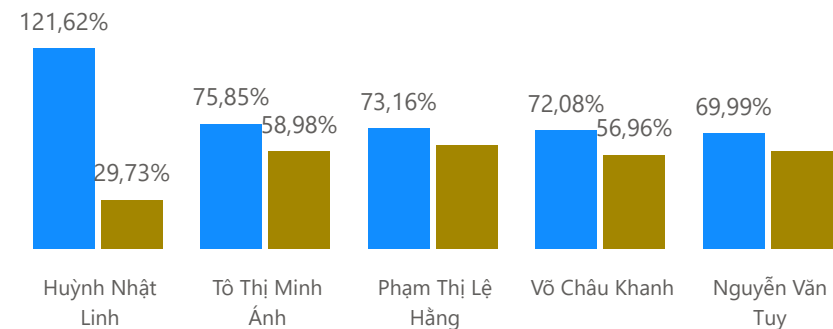
OM	Offering Rate (System)	Onboarding Rate
Huỳnh Nhật Linh	121,62%	29,73%
Tô Thị Minh Ánh	75,85%	58,98%
Phạm Thị Lệ Hằng	73,16%	
Võ Châu Khanh	72,08%	56,96%
Nguyễn Văn Tuy	69,99%	

Offering Rate (System) & Onboarding Rate

● Offering Rate (System) ● Onboarding Rate

Date	Offering Rate (System)	Onboarding Rate
12-2024	89,85%	15,01%
01-2025		24,41%
02-2025	72,50%	61,50%
03-2025	78,98%	68,94%
04-2025		46,75%
05-2025	82,61%	72,22%
06-2025	92,93%	
07-2025	87,15%	
08-2025	82,27%	64,33%

Total Store by AM

238 **Store**

Values by AM: AM Tuy 12, AM Long 12, AM Minh 11, AM Huyền 11, AM Phi 10, AM Quân 10, AM Anh 8, AM Hằng 9, AM Hiền 9, AM Hoanh 9, AM Hương 9, AM Nhung 9, AM Phúc 9, AM Thiện 9, AM Thư 9, AM Thuận 9, AM Tuệ 9, AM Du 8, AM Kha 8, AM Luyến 8, AM Thái 8, AM Văn 8, AM Yến 8

KFC Dashboard

Filters (left panel):
- Clear all filters
- Date: All
- Comparision by: All
- IC: All
- Store: All
- City: All
- RES
- RES Comparision
- RSC
- RSC Comparision
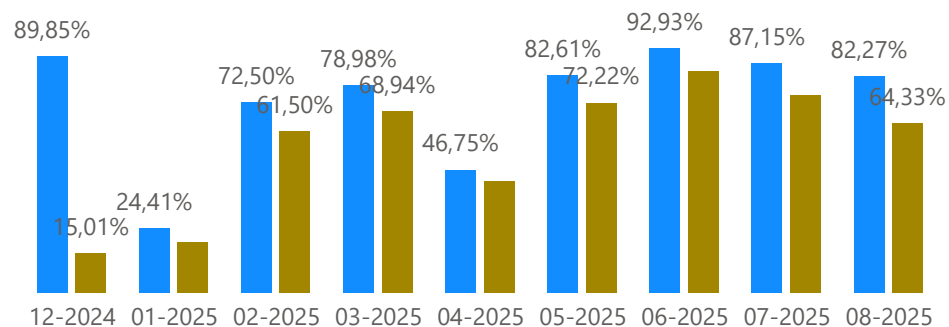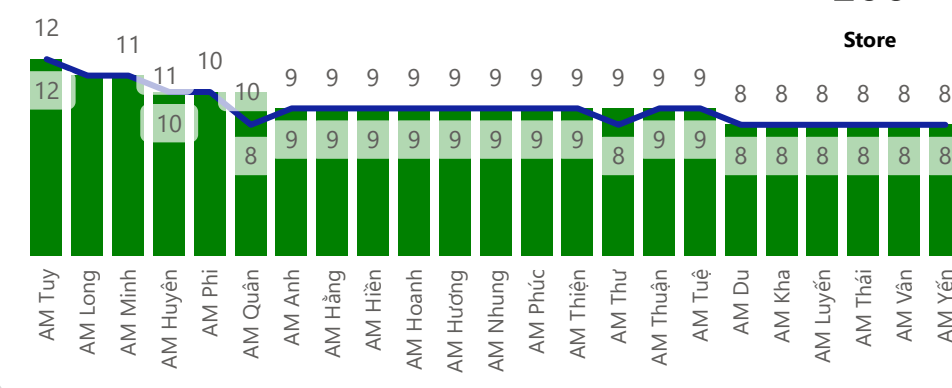
Top KPIs:
- Offering Rate (System): 72,97%
- Offering Rate (HC): 63,11%
- Onboarding Rate: 59,07%
- Average Lead Time: 19,21

% IC by PIC

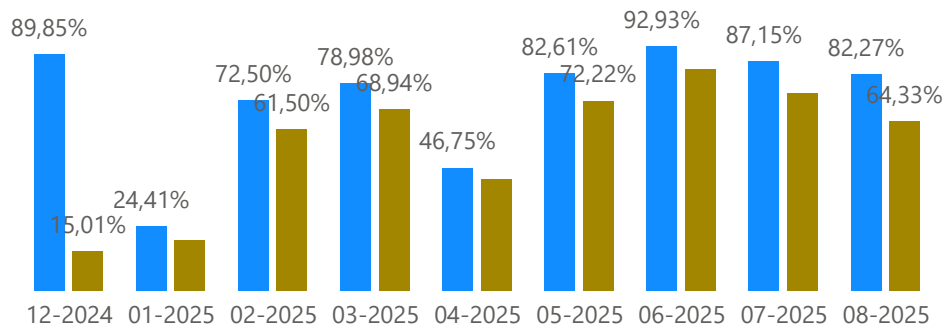| Date	Thủy	Ngọc	Uyên	Thắm	Khoa	Trinh	Total
12-2024	5,26%	24,66%	14,93%	7,76%			15,01%
01-2025	18,18%	17,45%	16,50%	25,28%			19,25%
02-2025	53,33%	65,38%	60,27%	64,18%			61,50%
03-2025	94,12%	52,22%	65,60%	77,60%			68,94%
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05-2025	67,07%		76,19%	83,57%	57,03%	81,82%	72,22%
Total	58,33%	41,03%	55,26%	65,24%	71,08%	63,29%	59,07%

Offering Rate (System) & Onboarding Rate by OM

Legend: ● Offering Rate (System) ● Onboarding Rate

OM	Offering Rate (System)	Onboarding Rate
Huỳnh Nhật Linh	121,62%	29,73%
Tô Thị Minh Ánh	75,85%	58,98%
Phạm Thị Lệ Hằng	73,16%	(—)
Võ Châu Khanh	72,08%	56,96%
Nguyễn Văn Tuy	69,99%	(—)

Offering Rate (System) & Onboarding Rate

Legend: ● Offering Rate (System) ● Onboarding Rate

Date	Offering Rate (System)	Onboarding Rate
12-2024	89,85%	15,01%
01-2025		24,41%
02-2025	72,50%	61,50%
03-2025	78,98%	68,94%
04-2025		46,75%
05-2025	82,61%	72,22%
06-2025	92,93%	
07-2025	87,15%	
08-2025	82,27%	64,33%

Total Store by AM

AM	Request	Onboarding	Onboarding Rate
⊞ AM Phi	217	170	78,34%
⊞ AM Luyến	315	244	77,46%
⊞ AM Thiện	250	170	68,00%
⊞ AM Tuy	271	184	67,90%
⊞ AM Anh	274	186	67,88%
⊞ AM Thái	237	159	67,09%
Total	7562	4478	59,22%

KFC

Clear all slicers

Date
All

Department
All

Level
All

Location
All

RES

RES Comparision

RSC

RSC Comparision

Request
👤 98

PM: 98 ▬ 0.00%

Offering Rate
81,63%

PM: 0,82 ▬ 0.00%

Onboarding Rate
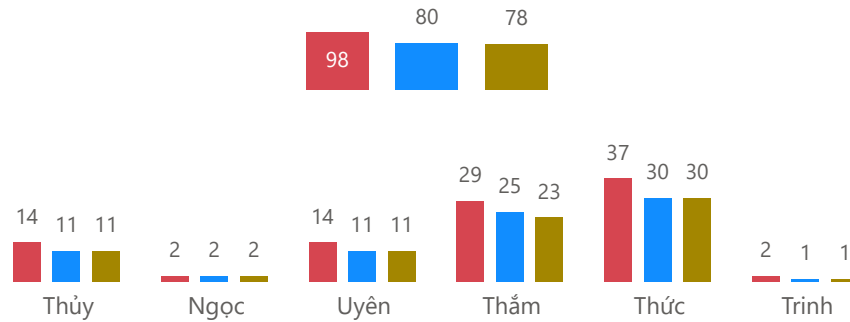79,59%

PM: 79,59% ▬ 0.00%
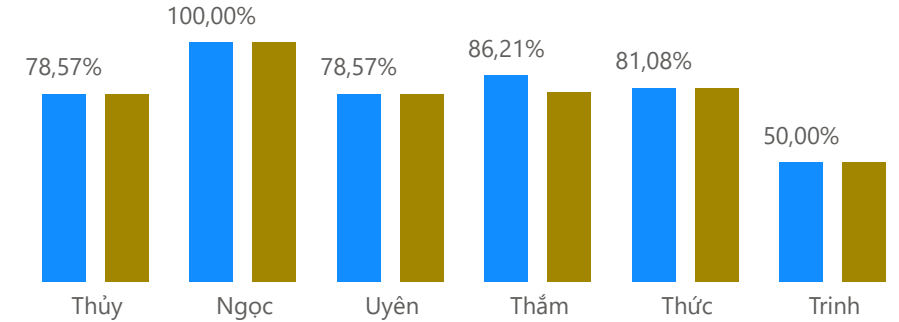
Candidates Approach
348

PM: 345 ▲ 0.87%

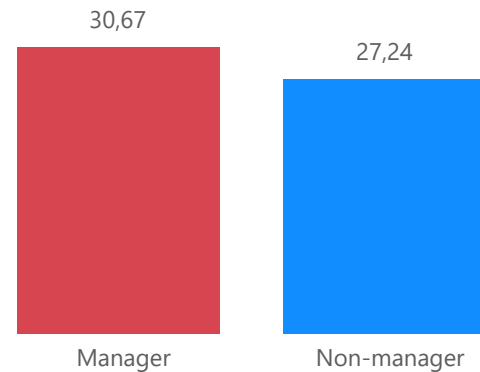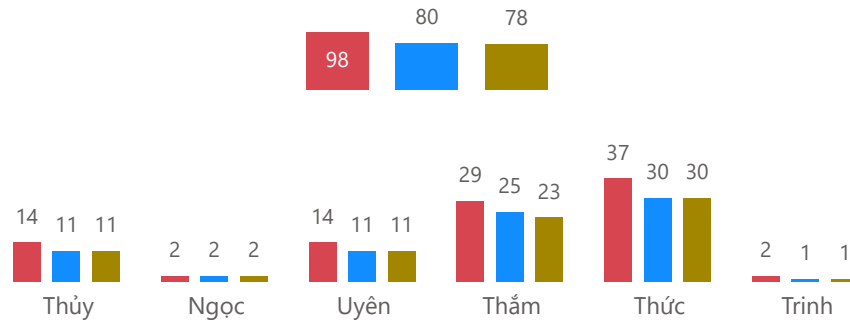## PIC
● Request ● Offering ● Onboarded

PIC	Request	Offering	Onboarded
Thủy	14	11	11
Ngọc	2	2	2
Uyên	14	11	11
Thắm	29	25	23
Thức	37	30	30
Trinh	2	1	1

(Uyên: 98, Thắm: 80, Thức: 78 shown as stacked values)

Offering Rate vs Onboarding Rate by PIC
● Offering Rate ● Onboarding Rate

PIC	Offering Rate
Thủy	78,57%
Ngọc	100,00%
Uyên	78,57%
Thắm	86,21%
Thức	81,08%
Trinh	50,00%

Average of Leadtime

	Manager	Non-manager
	30,67	27,24

Details of Requests by Department

Dept	Open	Offering	Cancelled	Onboarding
⊞ OPS - North	7	32	13	32
⊞ OPS - South	3	12	10	11
⊞ Ecommerce	2	2		2
⊞ Accounting	1	3		3
⊞ HR	1	5		5
⊞ Marketing	1	9		9
⊟ QA				
Total	**18**	**80**	**23**	**78**

KFC

Clear all slicers

Date
All

Department
All

Level
All

Location
All

RES

RES Comparision

RSC

RSC Comparision

Request
98
PM: 98 ▬ 0.00%

Offering Rate
81,63%
PM: 0,82 ▬ 0.00%

Onboarding Rate
79,59%
PM: 79,59% ▬ 0.00%

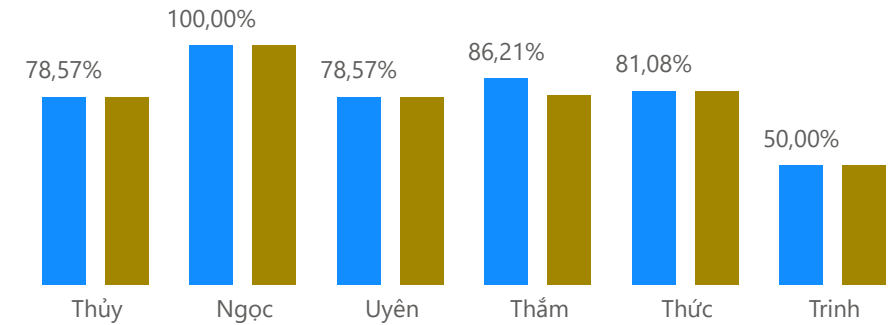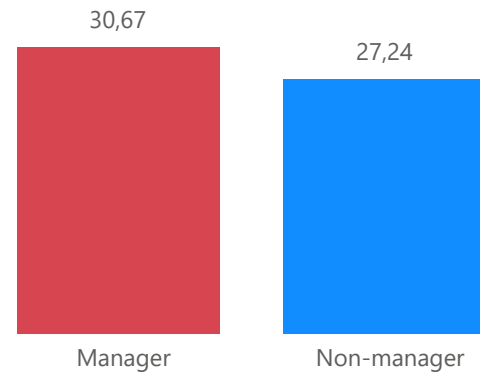### Candidates Approach
348
PM: 345 ▲ 0.87%

PIC
● Request ● Offering ● Onboarded

PIC	Request	Offering	Onboarded
Thủy	14	11	11
Ngọc	2	2	2
Uyên	14	11	11
Thắm	29	25	23
Thức	37	30	30
Trinh	2	1	1

(Uyên: 98, 80, 78 shown above bars)

Offering Rate vs Onboarding Rate by PIC
● Offering Rate ● Onboarding Rate

PIC	Offering Rate
Thủy	78,57%
Ngọc	100,00%
Uyên	78,57%
Thắm	86,21%
Thức	81,08%
Trinh	50,00%

Average of Leadtime

	Value
Manager	30,67
Non-manager	27,24

Request by Department
● Open ● Offering ● Cancelled ● Onboarding

Department	Open	Offering	Cancelled	Onboarding
OPS - North	7	32	13	32
OPS - South		12	10	11
Ecommerce				
Accounting				
HR		5		5
Marketing		9		9
QA				

KFC
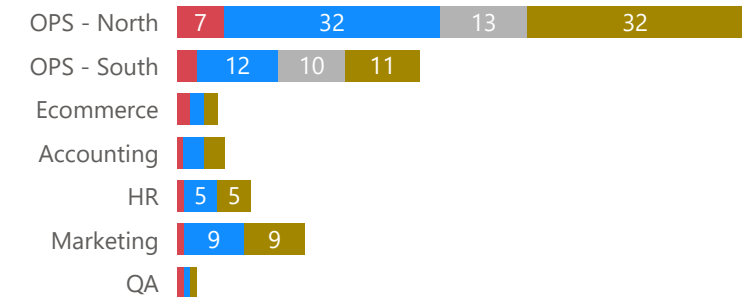
Date
All

Comparision by
All

Department
All

Level
All

Location
All

RES
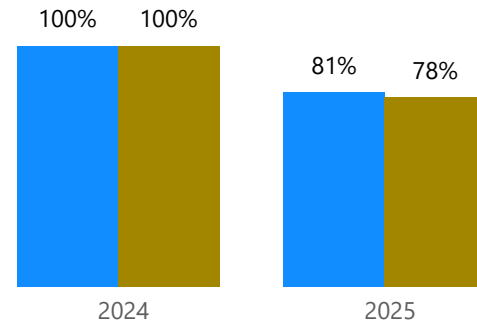
RES Comparision

RSC

RSC Comparision

Request
98

Offering Rate
81,63%

Onboarding Rate
79,59%

Candidates Approach
348

% Offering & Onboarding Rate
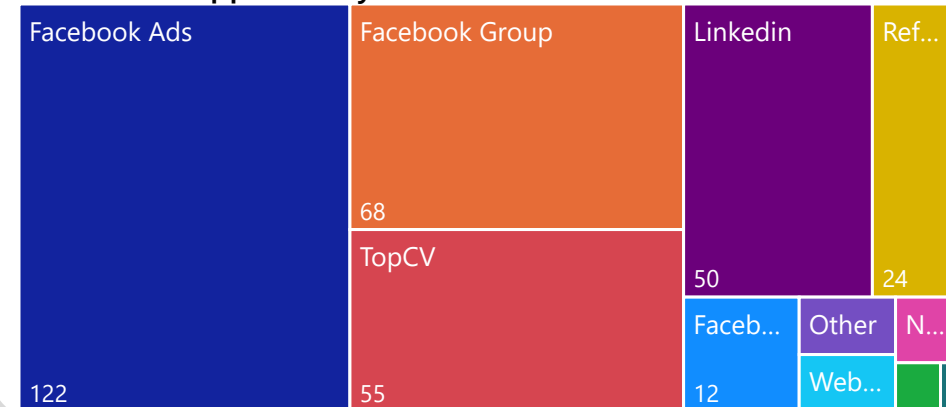● Offering Rate ● Onboarding Rate

	2024	2025
Offering Rate	100%	81%
Onboarding Rate	100%	78%

Average of Leadtime
Level Group ● Manager ● Non-manager

	2024	2025
Manager	53,00	26,20
Non-manager	18,00	27,78
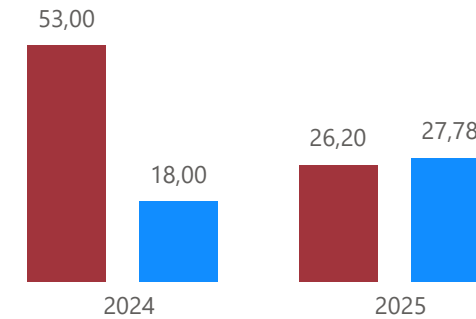
Candidates Approach by Source

Facebook Ads — 122
Facebook Group — 68
TopCV — 55
Linkedin — 50
Ref... — 24
Faceb... — 12
Other
N...
Web...

% Onboarding by Source

Source
● Referral
● Facebook Ads
● Linkedin
● Facebook Group
● TopCV
● Facebook

22 (28%)
14 (18%)
13 (17%)
12 (15%)
5 (6%)
4 (5%)
4 (5%)
1 (1%)
1