

Actonomy | Search – Match - Hire



Using Semantic Technology To enhance your recruitment process



Just Imagine...

You could search for all this info...

Responsable des ventes (French)Manager Vente, Agent de ventes, Responsable de la vente, Chef de ventes, chef de distribution, Responsable de la force de vente, Manager Commercial, tête de vente, Chef des ventes, responsable de la vente, Responsable de vente, Sales Manager, Responsable de département vente
Verkaufsleiter (German)Geschäftsverantwortlicher, Verantwortlicher für Verkäufe, Verkaufbegleiter, Vertriebsleiterinnen, Leiterin Vertrieb, Verkaufsleiterinnen, Leiter Verkaufspersonal, Leiter Vertrieb, Vertriebsleiter, Leitende/r Verkäufer/in, Leiter Verkauf, Vertriebsleiterin, kaufmännischer Leiter, Business Sales Manager, Verkaufsmanager, Leiterin Verkauf, kommerzieller Verantwortlicher, Verkaufsleiterin, Verkaufsverantwortlicher
Sales Manager (English)General Sales Manager, Commercieel Manager, Commercial Manager, Manager Sales, Head seller, Head of Sales, Sales Officer, Sales teamlead, Responsible for sales, Business Sales Manager, head sales, Teamlead Sales, Sales Manager
Sales Manager (Dutch)commercieel verantwoordelijke, Verantwoordelijke van het verkooppersoneel, Commercieel verantwoordelijke, Sales verantwoordelijke, hoofd sales, Commercieel Manager, Verantwoordelijke Verkoop, Salesmanager, Sales Officer, Verkoop verantwoordelijke, Verkoopsverantwoordelijke, verkoopleider, Verkoopleider, Verkoopsmanager, verkoopsleider, sales manager, Verkoopchef, Hoofd Verkoop, verantwoordelijk voor de verkoop, Teamlead Sales / ...

8+ other languages

Domain: Sales and commercial, Marketing and communications

Topic: Sales/commercial, channel sales, Sales management, Sales in general, Sales/commercial, Marketing/communications, indirect sales

Function Group: Indirect Sales & Channel Sales, Sales Marketing functions, General Sales Management functions, Trade Marketing Functions, Sales Department Managers

implement sales strategy, Sales- & account management, Generate leads, Sales & Marketing Management, sales management skills, Strategic Sales Management, Sales Order Management, territory management, Field Sales Management, evaluation of the sales team, Restructured sales team, Coach sales team, Prepare sales activity report, Monitor customer satisfaction, tactics to meet market demands, Ensure sales follow-up, cross-sell opportunities, pinpoint the potential opportunities, development of a sales plan, Face-to-face meetings, establish business relationships, sales and marketing strategy, sales methodology, implement sales team, Motivate and assist Sales Team, Managing sales team

By only...

Doing this...

Type: sales manager

Click "search"

Just Imagine...

You could find all possible candidates...

For one or more vacancies

Analyzed with almost human intelligence

With a clear scoring

Ranked from best to worst

With a clear gap analysis

With a clear match analysis

All this in less than a second for databases up to one million profiles

With further search functions only one click away

Linking it to all the ATS possibilities

Based on the biggest HR Ontology

With a customizable user interface and workflow

By only...

Doing this...

Navigate to the vacancy

Click “match”

Hello, we're Actonomy

- **HR Technology provider for more than 14 years**
- **Partner and cofounder of HR tech Valley in Belgium**
- **Part of a Belgian #HRtech holding**
- **API's for using our semantic Search & matching engine**
- **HR Data analytics and services**
- **Active in all HR markets**
- **ATS, jobsites, corporate recruitment, temp work, ...**



vacature.com



ACCENT



How do we work?

Technology Simplified!

- **We read plain text :**
 - work, experience, job descriptions, ...
- **We understand what is important**
 - Skills, languages, location, education, function titles, context, ...
- **We use this to search and match**
 - one click !!
- **We show the why of the matches**
 - Scroll over

And this technology is...?

Cutting edge!

- **Semantics – Artificial Intelligence – Deep Learning**
 - We use these according to the need for it
- **Complex , advanced technology**
 - Our ontology is the only one structured specifically for searching & matching (NO parsing!)
- **Flexible & Simple to use**
 - The end user only sees a button to click
- **One click on ‘Actonomy match’ can generate a query that is 15 pages long**
 - Depending on the information in a CV and/or vacancy

What happens in the background?

Stays in the background!

Function Famcode: 140415

chef de projet (French)
 Manager de Projet, Chargé de projets, Cadre de Projet, Responsable de Projets, chef du projet, responsable des projets, Porteur de projet, Maître d'œuvre, Chargé de projet, Gestionnaire de Projets, chargé du suivi de projets, maître d'œuvre, coordinateur de projet, Chef de projets, responsable du projet

Projectleider (German)
 Projektverantwortliche, Projektmanager, Head of Projects, Projektverantwortlicher

Project Lead (English)
 Project Executive, project coordinator, project leader, Clerk of Works, Head of projects, project responsible, project lead, Project Manager, Project leader

projectmanager (Dutch)
 projectleider, Project Executive, project coordinator, project lead, coördinator en opvolging van projecten, projectcoördinator, projectverantwoordelijke, Project Manager, projectleider, coördinator en opvolging van de projecten, project managers, project leader

Domain
 Project and program management

Topic
 Project Management

Function Group
 Project and Program functions, General project and program functions

Project Manager

or **Project** **Manager**

Expanded Term:

Project Lead

Expansions:

Term	Weight
Project Director	1
project advisor	0.999
Project Management consultant	0.999
Lead Project Manager	0.997
System Project Manager	0.997
PMO manager	0.997
Financial programme manager	0.997
Global project manager	0.997
Associate Project Manager	0.997
External Project Manager	0.997
Group Project Manager	0.997
Technical Project Manager	0.997
Project Implementation Manager	0.997
Group Program Manager	0.997
Enterprise Programme Manager	0.997

SkillSets:

Term

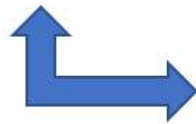
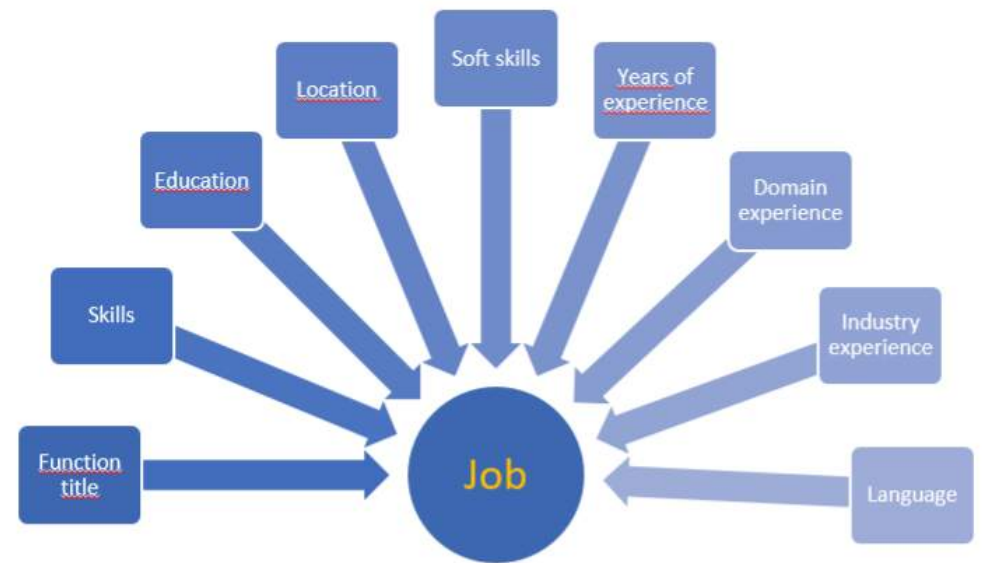
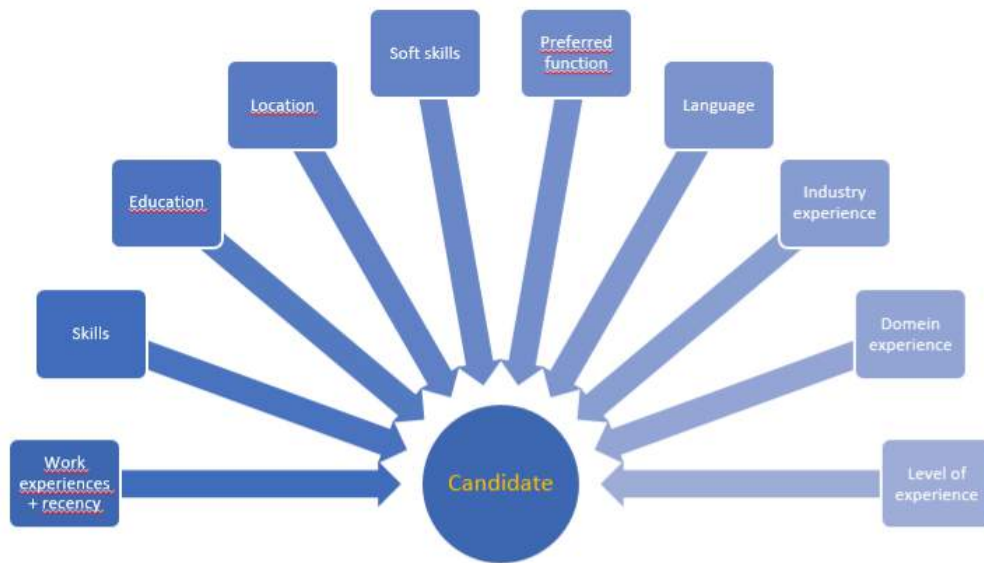
Monitoring and controlling the project
handling end-to-end project management
Project Management Body of Knowledge
PMO
PRM
Scanning project management
project scope management
Project Cycle Management
manage project teams
functional project implementations
Conflict solving, human resources management
preparing project plan
Initiating a project

KISS principle:

help a recruiter to achieve results faster, don't bother them with too many options, we involve all possible information via 2 actions: Search & Match!

What is matching exactly?

It's the fastest way to set up your hotlist!



xMP
Semantic Mind



What exactly does this mean for recruiters?

Efficiency, Efficiency and... Oh yes, efficiency!

- **Analyse job requirement in the background**
- **Analyse candidate profiles in the background**
- **Generates shortlist of candidates**
- **Integrates seamlessly into your workflow**
- **Searches in External sources: Indeed, LinkedIn, Xing, VDAB, ... (on demand)**

In numbers please!

Ok, ok, you asked for it!

	Amount of CV's	Amount of CV's that a recruiter needs to read before having enough info to filter	Amount of CV's after filtering, that a recruiter will proofread before inviting his shortlist candidates	time spent in mins. on reading 1 CV	Total amount of time spent on reading CV's in mins.
without Actonomy	50	40	10	5	250
with Actonomy	50	0	10	5	50
					200

In a classic recruiting situation,

a recruiter can save easily up to 200 mins for a single placement

But ok, why are you better?

Quality is our core!

900.000 labels in context

Makes us recognize more than 1.5 billion contexts

A unique clustering within the Ontology

An open technology, no black box

Which can work easily together with other technologies for searching and/or matching

Makes it possible to keep the real technology fully hidden

And what is the future for your technology?

To stay at the edge of innovation without cutting on the quality

Data analytics

- Deeper insight in your data
- Analyse skill gaps with your CVs and jobs
- Relate geo location with jobs and skills

Soft skills & culture matching

- E.g. with Thalentio
- Combined hard and soft criteria = full screening

To conclude?

Time for action

Visit our website: www.actonomy.com

Contact us!

Let's Meet!