



Accelerating employer onboarding by **100x** and matching innovative companies to skilled talent.

"I have no doubt whatsoever that we will continue to see huge returns on our investment from this highly valuable integration"

Michaela Eschbach, CEO at Workfinder



WHO ARE WORKFINDER

In 2019, Workfinder was born out of a simple yet powerful conversation between 16-year-old Maitri Panchal and serial entrepreneur Sherry Coutu. They saw an opportunity to create a service that made it easier for ambitious companies to attract talented young people while developing skills within their own workforce.

Fast forward to 2023, and Workfinder is trailblazing innovation in the skills-based recruitment and development market. With the forecasted need for 120 million people to acquire new skills to do their jobs and 85 million open positions by 2030, the demand for a skills-based solution has never been greater.



The Customer

Workfinder is a disruptive AI-based solution transforming the way ambitious companies recruit and upskill their workforce to drive growth of their company & the UK economy.



The Challenge

Harness API-driven data workflows to streamline and accelerate the onboarding process for employers seeking to improve & upskill their teams.



The Solution

FullCircuit's API delivers the most accurate and contextualised view of companies for faster employer onboarding, reduced time to recruit & reskill in fast-changing commercial landscapes.



The Benefits

Employer onboarding was 100x faster than the existing process, resulting in a huge reduction in time to recruit. Having a single source of verified information powered candidate decision making, creating a scalable skills-based recruitment process.



To fuel growth for companies within our network, we sought out a supplier with a superior insights on companies and the people behind them.

Michaela Eschbach, CEO at Workfinder



- Automate critical workflows within its recommendation engine for better skills matching
- Increase skills diagnostics by integrating intelligence directly into the workflow
- Improve transparency between companies and candidates
- Continuously monitor companies to maintain complete clarity on skills gaps
- Respond faster to changing commercial landscapes to tackle the skills crisis in a proactive way

The Workfinder Story

At the heart of Workfinder's success is its commitment to disrupting the status quo and tackling the skills crisis head-on. By harnessing the power of artificial intelligence and machine learning, the platform ensures that companies' workforce matches their needs, allowing them to drive their growth and stay ahead of the competition.

Through its unique approach, Workfinder is helping to create a more efficient and effective job market, connecting the best talent with the best opportunities while simultaneously upskilling the workforce of the future. Its impact on the industry is undeniable, and the platform continues to be a driving force for change and progress.

Workfinder's story is an inspiring one, demonstrating the power of innovation and the potential for positive impact when we put our minds to solving the most pressing challenges of our time.

When two digital disrupters come together

Workfinder didn't find FullCircI by chance.

"To fuel growth for companies within our network, we sought out a supplier with a superior insights on companies and the people behind them. These resources allowed us to map skill requirements and leverage AI, enabling businesses to thrive.", explained Michaela Eschbach, CEO at Workfinder. "This was the start of the FullCircI - Workfinder Partnership."

The [FullCircI API](#) provides a way for Workfinder to harness super-connected, enriched company insight:

- Unlock the most accurate, contextualised, and up to-the-minute view of every employer in the UK and Ireland.

[The data FullCircI provides](#) – from growth metrics to deep-dive employer intelligence, and wider sector insights – means that new employers can be onboarded up to 100x faster without an onerous burden of self-declaration, and candidates can access enriched and reliable intelligence about the things that matter most to them when applying for a new opportunity. This in turn ensures that employers can be assured of more candidates that are not only matched to their needs, but genuinely keen to progress - speeding up the time to recruit and improving outcomes for both parties.

"We have total belief in working in an ecosystem and understand that we must have strong partnerships to make the process slick for both candidates and employers. But more than this, collaboration will ensure we achieve our ambition of becoming a big player in the skills-based recruitment market of the future. FullCircI is not only a vital part of our infrastructure, allowing us to operate at speed and scale, but also a [vital business partner](#) on all counts", says Michaela.

Workfinder believe FullCircI is truly invested in their success. "Beyond the technical, support matters", explains Michaela. "FullCircI have worked hard to make sure the platform works for us. I have no doubt whatsoever that we will continue to see huge returns on our investment from this highly valuable integration as we grow our business, serving more candidates and employers and accelerating the recruitment process."

Workfinder has also recently integrated [FullCircI Engage](#) within its sales function to equip relationship managers with company intelligence, critical insights, and reasons to engage with employers.

"The potential is huge", concludes Michaela.