# HIRING MANAGER'S GUIDE

the applicant manager

**Functionality** Here's how using TAM for applicant tracking can help you...

We live in an always-on, hyper-connected world thanks to the internet, mobile devices, and the powerful infrastructures powering them. These innovations haven't merely changed how we connect with one another – they've changed the way people do business, including how companies hire and manage people. Even the very nature of work itself is evolving.

# **Reduce Paperwork**

Resumes, Cover Letters, and Applicant Information are stored together.

Stay Organized

Use tables to easily visualize, sort and compare applicants.

Pick the Best Talent

Find the right candidate for the job with your own recruiting workflow.

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# Introduction

In this presentation we will be going over a basic recruiting process in TAM



TAM has 3 main views to learn

# The Desktop



# The Applicant Table

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# The Desktop

When you log in to TAM, you will see the home screen known as the **Desktop** 

On this screen, we can see an <u>overview of the positions</u> we're hiring for.

Take a look at **Accounts Payable Specialist**, a position that we've just posted.

We can see that we have 18 New applicants shown in green.





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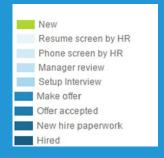
#### Active Applicants I have access to



# **Getting Started**

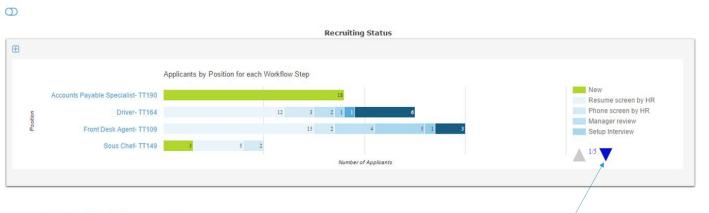
### Workflow

Our goal is to pass the New applicants through our workflow to make good hires.



These are some example steps. Your company's workflow is up to your team to decide.





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### Active Applicants I have access to



Use these arrows to view all of your workflow steps

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# Desktop Widgets

The Desktop is composed of widgets.

We only have two on display for this example, but you can choose to enable more with this switch.

The **Active Applicant** widget gives us another way to look at our applicants by workflow steps.



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### Active Applicants I have access to



# Viewing Our Applicants

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We can click on any of the <u>position names</u> to view all of the candidates who have applied for that position

Clicking on a colored part of the graph will take you to a list of candidates for <u>that step only</u>.





#### Active Applicants I have access to



We're going to click on **Accounts Payable Specialist** and check out our applicants on the Applicant Table

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# THE APPLICANT TABLE

# The Applicant Table

We'll use this screen to get an idea of our candidates and <u>guickly narrow our selection</u>.

Here we can see we are viewing applicants for Accounts Payable Specialist. We can also use this menu to jump to our other positions.

### Prescreening Questions

Applicants are asked a set of questions during their application so that we can get a better idea if they match our qualifications. This is a good place to start your candidate search.

*Work with your team to develop effective prescreening questions.* 



Select position TT190: Accounts Payable Specialist (Lafayette, CA)

Search for text in resumes

Desktop Admin Positions Talent Pool HI JORDAN! Q

Showing active applicants only Load & show inactive applicants also

Status	First Name	Last Name	Attachments	Tags	Notes	Which of these accounting tools are you experienced with?	What is your desired salary?	How many years experience do you have in Accounts Payable?	Pass to next step	Fail at current step
New	Brian	Lewis	RC			Great Plains; Intacct; NetSuite	75,000	0-2 yrs	-	
New	Gregory	Riley	RC			Great Plains; Intacct	67,000/year	0-2 yrs	-	
New	Robert	Martin	RC			Great Plains; NetSuite	60k	4+ yrs	14	-
New	Ira	Clayton	RC			Quickbooks	69k-70.5k	0-2 yrs	-	-
New	Gwen	Barker	RC			Intacct; NetSuite	67,000-89,000	2-4 yrs	-	-
New	Adam	Blum	RC			NetSuite; Quickbooks	\$65,000	4+ yrs	-	-
New	Jean	Standard	RC			Great Plains; Intacct; NetSuite; Quickbooks; Sage	65,000 - 72,000	2-4 yrs	-	-
New	Dexter	Harmon	RC			Great Plains; Intacct; NetSuite	55k	4+ yrs	-	-
New	Barbara	Marvin	RC			Great Plains; Intacct; NetSuite	40,000-50,000	0-2 yrs	-	-
New	Bertha	Chavez	RC			Great Plains; NetSuite; Sage	65,000	2-4 yrs	-	-
New	Kelsey	Hull	R			Quickbooks	\$44k	4+ yrs	-	-
New	Dennis	Doucette	R			Great Plains	\$45k	4+ yrs	-	-

These are the questions asked for this example position.

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# Thumbs Up, Thumbs Down



Select position (TT190: Accounts Payable Specialist (Lafayette, CA)

### Thumbs Up

TAM uses a Pass/Fail system to process applicants. **Thumbs Up** advances an applicant to <u>the next step</u> in the recruitment workflow.

### **Thumbs Down**

Thumbs Down "fails" and removes an applicant from our recruitment workflow. Failed applicants become "inactive" and will no longer appear on our Applicant Table.



### Showing active applicants only Load & show inactive applicants also

	Status	First Name	Last Name	Attachments	Tags
	New	Brian	Lewis	R C	
	New	Gregory	Riley	R C	
	New	Robert	Martin	R C	
	New	Ira	Clayton	R C	
	New	Gwen	Barker	R C	
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	New	Barbara	Marvin	R C	
	New	Bertha	Chavez	R C	
	New	Kelsey	Hull	R	
	New	Dennis	Doucette	R	

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# The Applicant Table

### Customization

You can configure the table to appear in the way that makes the most sense to you.

Show and hide columns with the gear icon. This lets you choose to display the information that's most important to you.

You will also want to <u>drag and drop the</u> <u>column headings</u> to arrange the table to your liking.

After you've made changes to your table, refresh the page. You must do this before filtering and sorting.

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Select position TT190: Accounts Payable Specialist (Lafayette, CA)



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Status	First Name	Last Name	Attachments	Tags	Not	es	Which of these accounting tools are you experienced with?	what has a second secon	How many years yperience do you have in Accounts Payable?	Pass to next step	Fail at curren step
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lew	Gregory	Riley	RC				Great Plains; Intacct	67,000/year	0-2 yrs	-	-
lew	Robert	Martin	RC				Great Plains; NetSuite	60k	4+ yrs	14	-
lew	Ira	Clayton	RC				Quickbooks	69k-70.5k	0-2 yrs	-	-
lew	Gwen	Barker	RC				Intacct; NetSuite	67,000-89,000	2-4 yrs	-	-
lew	Adam	Blum	RC				NetSuite; Quickbooks	\$65,000	4+ yrs	-	-
lew	Jean	Standard	RC				Great Plains; Intacct; NetSuite; Quickbooks; Sage	65,000 - 72,000	2-4 yrs	-	
lew	Dexter	Harmon	RC				Great Plains; Intacct; NetSuite	55k	4+ yrs	-	-
lew	Barbara	Marvin	RC				Great Plains; Intacct; NetSuite	40,000-50,000	0-2 yrs		-
lew	Bertha	Chavez	RC				Great Plains; NetSuite; Sage	65,000	2-4 yrs	-	-
lew	Kelsey	Hull	R				Quickbooks	\$44k	4+ yrs	14	-
lew	Dennis	Doucette	R				Great Plains	\$45k	4+ yrs	-	-
lew	Gerald	Lespinette	R				NetSuite	\$55k	4+ yrs		-
lew	Susan	Pace	R				Sage	\$44k	2-4 yrs	-	-
lew	Nancy	Masterson	R				Intacct	\$\$	4+ yrs	-	-
lew	Euan	Stevens	R				Great Plains	\$\$\$\$	4+ yrs	-	
lew	Patrick	Mcgeown	R				NetSuite	\$\$\$	2-4 yrs		-
lew	Francisco	Alejo	R				Intacct	\$\$	0-2 yrs		18

Showing 1 to 18 of 18 entries

Show All V entries

# The Applicant Table

In this screenshot we've moved columns around and toggled some categories. Also, we've filtered our list of 18 applicants down to 6.

### Filtering

We can enter text into any of these fields to display applicants that match our <u>search</u>.

\* Now we're looking only at applicants where we've found a cover letter attachment and a "4" in years of experience.

### Sorting

Click on any column heading to sort alphabetically/numerically.



We have sorted our table by desired salary.



New

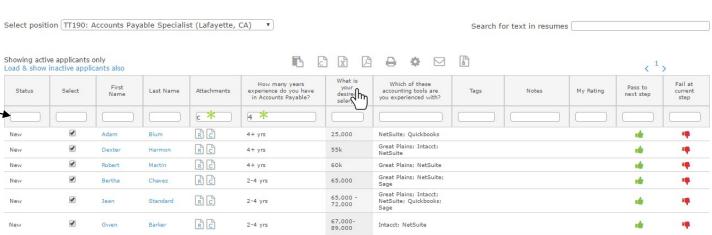
New

New

New

New

New



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Showing 1 to 6 of 6 entries (filtered from 18 total entries) Check all rows Clear all checks

> Clicking on an applicant's First or Last name will bring up their Applicant Profile.

Show All V entries



# THE APPLICANT PROFILE

# The Applicant Profile

This screen is where we evaluate our candidates in detail.

### Documents

Click tabs to look through resumes, cover letters and other attachments.

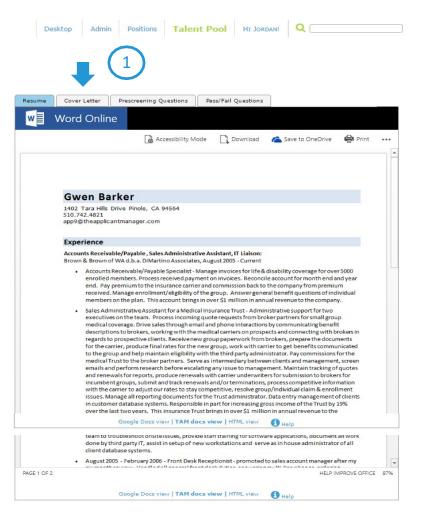
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Next/Previous 🔇 🕤

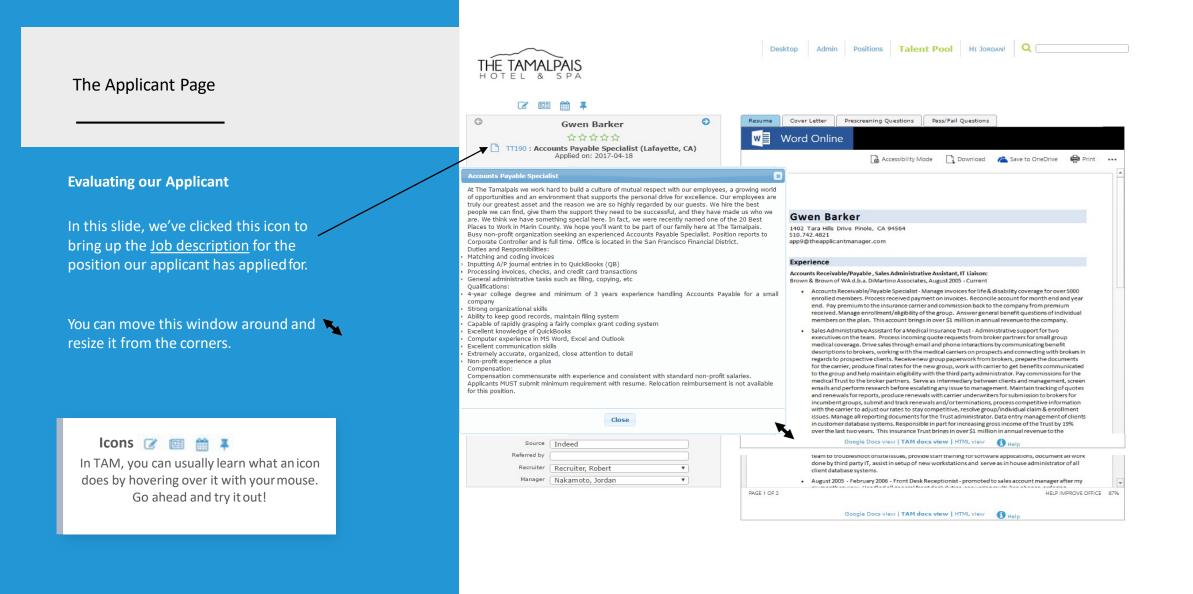
Go to the next or previous applicant's profile with these arrows. This action cycles through only the smaller group of applicants that we previously selected on the Applicant Table.

THE TAMAI	LPAIS
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G	Gwen Barker (2) o
П тт190 : Ассо	ounts Payable Specialist (Lafayette, CA)
	Applied on: 2017-04-18
14	02 Tara HIlls, Pinol, CA 94564 15 miles away map gwbarker@imgwen.me 510-742-4821
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Source	Indeed
Referred by	Indeed
Recruiter	Recruiter, Robert
Manager	Nakamoto, Jordan
manager	



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# Evaluating our Applicant

**Taking Notes and Rating** 

### Notes

Click this icon from the toolbar to enter a note. We've added one in this slide and it shows up in our Notes History.

# Rating ★★★☆☆

We've rated Gwen with 4 stars

### 2 Tags

We've added a "Favorites" and "Local" tag.

Tags are a great way to <u>create shortlists</u> and identify your favorite (3) applicants. They can help us filter and sort when we're back on the Applicant Table.

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	1402 Tara HIlls, Pinol, 15 miles away gwbarker@imgwer 510-742-482: Status: Phone screen	map n.me 1	 Gwen Barker
		• +	1402 Tara Hills Drive Pinole, CA 94564 510.742.4821 app@dtheapbicantmanager.com
	TAM Team info	0	apps@ureappicantinanager.com
			Experience
Notes History	Email History (empty)	Status History Ratings	Accounts Receivable/Payable , Sales Administrative Assistant , IT Liaison: Brown & Brown of WA d.b.a. DiMartino Associates , August 2005 - Current
		ts Payable Specialist. I think we Jordan Nakamoto, 04/24/2017	<ul> <li>Accounts Receivable/Payable Specialist - Manage invoices for life &amp; disability coverage for over 5000 enrolled members. Process received payment on invoices. Reconcile account for month end and year end. Pay premium to the insurance carrier and commission back to the company from premium received. Manage enrollment/eligibility of the group. Answer general benefit questions of individual members on the plan. This account brings in over S1 million in annual revenue to the company.</li> <li>Sales Administrate Aesistant for a Medical Insurance Trust - Administrate were substant for a Medical Insurance Trust - Administrate were mail group medical coverage. Drive sales through email and phone interactions by communicating benefit descriptions to brokers, working with the medical arriers on prospects and connecting will brokers in regards to prospective clients. Receive new group paperwork from brokers, prepare the documents for the carrier, produce linal rates for the new group, work with tharrier to get benefits communicated to the group and help maintain eligibility with the third party administrator. Pay commissions for the medical Trust to the broker partners. Serves as intermediary between teins and management, Screen</li> </ul>
3	Tags		emails and perform research before escalating any issue to management. Maintain tracking of quotes
	edit Experienced;Local		and renewals for reports, produce renewals with carrier underwriters for submission to brokers for incumbent groups, submit and track renewals and/or terminations, process competitive information
Security Clea		Ψ	with the carrier to adjust our rates to stay competitive, resolve group/individual claim & enrollment issues. Manage all reporting documents for the Trust administrator. Data entry management of clients
Kolbe	Score	▼	in customer database systems. Responsible in part for increasing gross income of the Trust by 19% over the last two years. This insurance Trust brings in over \$1 million in annual revenue to the
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	Recruiter, Robert	T	
Mai	nager Nakamoto, Jordar	n 🔻	

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# The Applicant Page

**Passing our Applicant** 

1 Workflow Step/ Status

We've rated Gwen with 4 stars

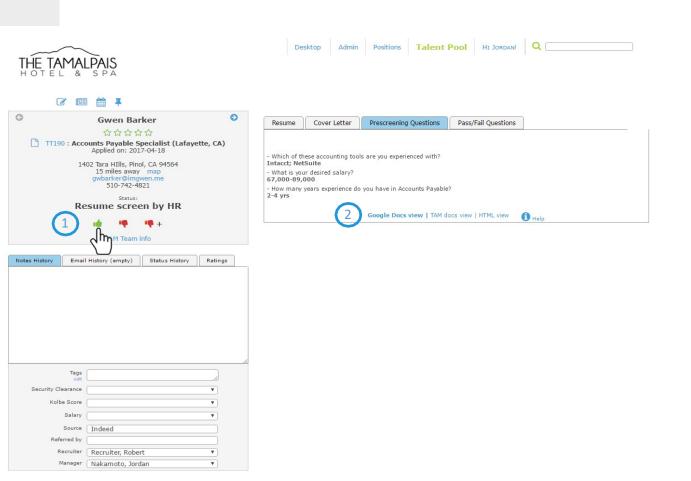
Gwen has met our screening qualifications so we've given her a thumbs up.

This passes her on to the next step in our recruiting process.

Now she's on the Phone screen step so we know to give her a call.

# 2 Document Viewers

Try both Google Docs and TAM docs to decide which you prefer. If you're having trouble with displaying a resume, try using the other viewer.



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# Contacting Applicants

We're going to return to the **Applicant Table** to send out some emails. Here's how to get there from the <u>main navigation</u> at the top of the page.

Later we will also be learning about the Search feature



Lets get started... -



# Contacting Applicants

First, we have to select our position from the table menu.

# 1 Filter

Now that our applicants are loaded, let's show only the ones at the Phone screen step.

# 2 Phone Number

We also want to enable the <u>Phone column</u> so we can easily call our list of applicants once we've notified them.

3 Click the Group Email icon to go to the email area with our selection



Select position TT190: Accounts Payable Specialist (Lafayette, CA)

	ive applicant inactive app	s only plicants also					x B	0 0					< 1 >
Status	Select	First Name	Last Name	Attachments	Tags	Notes	My Rating	Pass to next step	current step	Phone	Which of these accounting tools are you experienced with?	What is your desired salary?	How many year experience do y have in Account Payable?
Phone													
Phone screen by HR		Gwen	Barker	R C	Favorites; Local	I have scheduled the interview for Thursday the	****	-		510-742-4821	Intacct; NetSuite	67,000- 89,000	2-4 yrs
Phone screen by HR		Dexter	Harmon	RC	Accomplished; Favorites	Interview went very well with Dexter. We have	****	-		415-164-2346	Great Plains; Intacct; NetSuite	55k	4+ yrs
Phone screen by HR		Brian	Lewis	RC			**	-	-	315-476-8415	Great Plains; Intacct; NetSuite	75,000	0-2 yrs
Phone screen by HR		Robert	Martin	RC	Portfolio	Has a sparse resume but I like his portfolio! 	***	-		589-298-1257	Great Plains; NetSuite	60k	4+ yrs
Phone screen by HR		Ira	Clayton	RC		A warm and positive Cover Letter! - Jordan	***			415-825-9116	Quickbooks	69k- 70.5k	0-2 yrs
Phone screen by HR		Jean	Standard	RC	Local	Good candidate for a smooth cultural fit. May	****	-		415-388- <mark>188</mark> 1	Great Plains; Intacct; NetSuite; Quickbooks; Sage	65,000 - 72,000	2-4 yrs

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Search for text in resumes

Showing 1 to 6 of 6 entries (filtered from 9 total Check all rows

Clear all checks

Show All V entries

# Emailing in TAM

It's a good idea to use templates for frequently sent emails.

### Templates

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Load and create templates from this area. In this screenshot we've already created a template and have loaded it.

### Tokens

Our template uses the {applicant\_first\_name} token to insert each applicant's name in their version of our message.

We're also using the {position} token so we can reuse this email template for our other positions.

A full list of tokens is available on the template page.

	Send			Email H has bee	istory to make	e sure our me	essage	
Add Attachments				We're g	oing to click S	end and che	ck the	
body p span								
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Jordan Hiring Manager at The Tamalpais								
Sincerely,								
we'll be contacting you over the phone to	set up a short interview.			192312311				
	r position of {position} at The Tamalpais. We'd lik	ke to get to kno	ow you a bit bett	er so				
Dear {applicant_first_name},								
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Message:								
* Subject: Phone Interview for The Tamalpai	S	10						
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Send separate emails to:) Gwen Barker, Dexter H	armon, Brian Lewis, Robert Martin, Ira Clayton, Jean St	andard						9
* To:					Phone screen en	nail	•	(1)
From: Jordan <jordan@thetamalpais.com< td=""><th>&gt; Use: noreply@ourcompany.com</th><td></td><td></td><td></td><td>Load from Email T</td><td>emplate:</td><td></td><td></td></jordan@thetamalpais.com<>	> Use: noreply@ourcompany.com				Load from Email T	emplate:		
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# Emailing from the Applicant Profile

Clicking an applicant's email address on their applicant profile will start a message to that applicant.

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You can also see all past emails from the Email History tab.



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G	Bria	an Lewis	
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Prescreening Questions

Pass/Fail Questions

Resume

Brian Lewis 290 W. Jefferson St. Mill Valley, CA 94941 315-476-8415 4/18/2017

Bailey Hiring Manager The Tamalpais Spa

Cover Letter

Dear Mr./Ms Bailey:

I hope you are getting excited for the weekend! It's your long lost friend Brian hoping to secure a position working with you at The Tamalpais day Spa. I'd like to bring to your attention my experience as an operative at the federation of television of radio artists. This was a key turning point in my career where I went from a junior level employee to an independent contractor in a matter of days. My superiors were very proud of me.

I've always wanted to work out on the West Coast as I am originally from New York. This opportunity with the Tamalpais would give me a perfect opportunity to stretch my legs and dive right in to a big new world at the company headquarters.

My resume is enclosed and thank you for your time. If you have a moment, I would love to meet for coffee and tea at 4pm Thursday afternoon. If that time doesn't work for you, please send me a friend request on Facebook and we'll go from there.

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Sincerely,

Brian Lewis

Enclosure

# Searching

We're going to go over a few ways to use TAM's Search functions.

You can use the search bar **Q** to look up an applicant by their name.

For advanced searches, select the Search option from the main navigation.





# Advanced Search

We'll be using the search to create a list of all the applicants we've marked with the Favorites tag, across all positions.

We've clicked the blue Tags filter and then selected "Favorites" from the dropdown.

You can also search for keyword text in resumes, by date range, and other useful queries.

Filter by Position		
Select Position(s)	All Positions	•
Positions containing keyword		
· · · · · · · · · · · · · · · · · · ·		
Filter Talent Pool		
	Clear all filters	
Add-on features		
Custom fields		
Date range		
Distance from job		
Hired		
Incomplete applicants		
Keyword search		
Ratings		
Red Flagged applicants		
Source		
close tags		
With these tags	<b>T</b>	
(if multiple tags)	AND     OR	reset tags
Tags matching	"Favorites"	
Workflow status	L	
	tele en els <b>R</b> adials ha en la sharana dhara a b	
	ick or shift-click to select more than one)	
Currently at this step	New workflow	<b>^</b>
Failed at this step	New	
Closed at this step	Resume screen	
	Phone screen	
	Manager review Setup Interview	
	Application on file	
	In person Interview	-

Applicants Inactive Applicants Non-Applicants Archived Non-Applicants

Select from Talent Pool

Load a Sav	ed Search	Latest <b>v</b>	
Save	or Save as		
		How to run Searches	

**V** Run Search

# Advanced Search

We've run our search and can now see our Favorite applicants from 4 different positions.

1 Maybe we want to print this list with the print icon.





Desktop Admin Positions Talent Pool HI JORDAN! Q

Search applicants, all dates, with tags: "Favorites". Search run on May 8, 2017												
Select	Search Result	Position Title	Position Number	Department	First Name	Last Name	Attachments	Status	Email	Phone	Tags	Salary
		Front Desk Agent	TT109	Front Desk	Daniel	Berone	R	Setup Interview	app8@theapplicantmanager.com	415-392-3825	Concierge; Favorites	
<b>V</b>		Sous Chef	TT149	Food & Beverage	Kenneth	Brewer		Resume screen by HR	garbage534621@gmail.com	916-380-2252	Favorites	
4		Driver	TT164		Eduardo	Mejia-Lopez		Resume screen by HR	app5@theapplicantmanager.com	805-746-6702	Favorites	
V		Front Desk Agent	TT109	Front Desk	John	Maxwell	R	Resume screen by HR	app1@theapplicantmanager.com	650-866-3904	Favorites	
Showing 1 to Check all rows Clear all check											Show All	<ul> <li>entries</li> </ul>



# **Troubleshooting and Help**

If you have any questions, please email us at <a href="mailto:support@theapplicantmanager.com">support@theapplicantmanager.com</a> or contact us at 888-886-9961

You can also learn how to make use of TAM's Features by reading the Knowledge Base however, be aware that Hiring Managers do not have access to all TAM Features.

applicant manager