COMPANY OVERVIEW
Lisa Rokusek got her start as a technical entrepreneur, but quickly discovered that her innate people skills, enthusiasm for helping others and vast knowledge of the industry made her a born technical recruiter. These days she has almost 20 years of recruiting experience under her belt, including eight years working independently for ARG Recruiting Group. Rokusek focuses on various technology-related arenas and specializes in high impact and leadership positions. She has a special fondness for commercial product development of software, hardware and everything in between. To stay on top of her game, she stays abreast of developments in virtualization/storage/infrastructure, mobile and wireless technology, as well as bioinformatics and data analytics.

“I’ve earned the adjectives tenacious, determined and persistent. I pay attention to people and nuances, and I deliver—both to companies seeking talent and to candidates looking for opportunity. I love to laugh. I believe kindness is important. I think time is too important to be wasted. I must understand what my clients want and need in order to deliver it, so I ask the tough questions and I listen—even to what isn’t spoken.”

RECRUITING CHALLENGE
Fostering engagement with skilled professionals that are in high-demand
Talented computer engineers and tech professionals aren’t exactly lacking when it comes to fantastic career opportunities and tantalizing job offers. Subsequently, technical recruiters have to work extra-hard to pique the interest of the established leaders and rising stars in this thriving industry. Lisa Rokusek has always been meticulous in her outreach to candidates. Thoroughness has proven to be an effective strategy for her, but it has also been intensely time-consuming—particularly because she works as an independent contractor and doesn’t have the luxury of relying on a staff to assist with legwork.

“Tech professionals are a special kind of snowflake because they are so sought after by employers and recruiters. I’ve always distinguished myself from the competition by doing my homework and conducting thorough research on candidates prior to contacting them, and TalentBin helps me streamline my process. I want to screen people accurately and pitch them in a thoughtful manner that inspires them to be responsive. TalentBin elevates my profiling game by enabling me to be nuanced and creative with my overall outreach strategy. That’s why it is such a powerful tool—it helps me to be a more strategic recruiter.”

SUPERCHARGED SOCIAL RECRUITING
Find the “unfindable” technical talent with our award-winning talent social search engine.
You’ll get a storehouse of actionable information and the social recruiting tools that allow you to:
• Recruit hard to find talent
• Reach tech professionals with valid contact info
• Maximize efficiencies with tools like: integrated emailing, email open tracking and click tracking.

To get started or to learn more, call 1-800-MONSTER x 6333 and speak to your Monster Representative now.
TALENTBIN BY MONSTER SOLUTION

Provide access to current and relevant details that can be leveraged to distinguish you from your competitors

“TalentBin by Monster helps me dig deep for information, which allows me to find potential candidates far beyond the confines of my existing network. I’ve been in this business a long time and I’m a promiscuous networker, so I tapped out my own connections a long time ago. With TalentBin, not only do I get access to more tech professionals, but I also get insight into their overall aspirations, which is wonderfully helpful to me as a recruiter. TalentBin by Monster gives me tons of pertinent information that I then use to write thoughtful, targeted messages to top-tier candidates.”

“TalentBin by Monster also has more geographical sources and offers multi-dimensional profiles of candidates that provide me with valuable insights that other sources simply can’t deliver. For example, with TalentBin, I can see if a person has an interest in start-up companies, or I can get an idea of what passions they have outside of their job. This is great information to have when contacting someone about a position. Plus, TalentBin operates in real-time, so it’s more fluid and it changes and updates more frequently than LinkedIn and other comparable sites, which means I am getting the most current profile information available.”

POSITIVE IMPACT

Access to more talent, enhanced outreach and an increase in the number of candidates placed

“Thanks to TalentBin by Monster, I have been able to discover more candidates from a better pool of talent, boost my outreach efforts, and see higher email open and response rates... And, while all of those things are obviously wonderful, the most important metric I have seen as a direct result of using TalentBin is an increase in the number of deals that I close—and that is really what matters the most. I am self-employed, so I don’t have a safety net, which makes closing deals particularly important to me. Making an investment in TalentBin by Monster was a big decision for someone like me, but I’ve been extremely pleased with the results.”

Engage and hire the very best technical talent with TalentBin by Monster.

To get started or to learn more, call 1-800-MONSTER x 6333 and speak to your Monster Representative now.