



INDIAN STAFFING FEDERATION

Webinar Report

How to overcome operational challenges to reduce candidate dropouts?

25th Aug, 2021

ABOUT THE WEBINAR

Managing Candidate dropout, post pandemic has become a sore issue that staffing companies are facing much more than ever before. This interactive webinar will allow us to discuss multiple strategies and steps for decreasing the dropouts. Join the experts to understand and discuss how best this can be managed if not completely solved.

Through this webinar, ISF has attempted to highlight some of the ways which a staffing company can bring into practice for controlling the same. The session was **Held on 25th August, 2021; from 1700 hrs to 1800 hrs.**

The webinar witnessed 163, registrations and 87 participants from multiple organizations and were extremely satisfied with the content and topics covered. The participants were from all the departments of the organizations primarily CEO's, HR Heads, Sr. management, founders, directors, VP's , etc.

Session Speakers –



Shiv Nath Ghosh - Member, Indian Staffing Federation; (Country Director & Sr. VP – Artech Info systems Private Limited.)

Shiv Nath has 25+ years of experience with some of the world leading organizations, of having Started, Established, Managed & Transformed multiple businesses, across industries. As a Growth Leader & a Change-Agent, he has helped create large sustainable businesses across industries (IT, Financial Services, Telecom, & Workforce Solutions). This cross-industry grounds-up leadership experience till C level has enabled him with deep understanding of critical business drivers in multiple markets & industries, resulting in business transformation executions towards enabling growth with profitability.....[Read More](#)



Suresh Narayan - Member, Indian Staffing Federation; (Founder & Director, Teamware Solutions)

With 25 years of experience in Information Technology Staffing, Talent Acquisition and Training, Suresh founded and established Quantum leap Consulting in 2003. Leveraging cutting edge technology along with assiduously built skills and processes, he partners with global clients in meeting their Talent Acquisition Challenges. This partnership is driven through Teamware Solutions, his flagship Professional Services Arm, which currently has over 2000 Software Engineers who work on deputation with a global clientele spread across India, US and MENA regions... [Read More](#)



Sameer Penakalapati – Member, Indian Staffing Federation; (Founder & CEO – Ceipal Corp)

Sameer Penakalapati is a serial entrepreneur who is dedicated to advising and investing in technology startups, specifically in the HR Tech & AI space. In the past 10 years, Sameer has founded and acquired over six companies, including two large staffing firms, multiple SaaS platforms, and a digital marketing agency, serving thousands of customers around the world. Sameer's key interests include talent acquisition, talent engagement, and total talent management. As a regular contributor of thought leadership pieces to HR publications, Sameer was recently inducted into the Forbes HR Council..... [Read More](#)

Session Chair –



Mehul Shah – Board Member, Chair IT Chapter, Indian Staffing Federation

Mehul Shah is the Co-Founder and Managing Director of Collabera's International Business and US Business Process Outsourcing division. Corporate Member as well as Executive Board Member of Indian Staffing Federation since 2012. Mehul through his customer-driven focus on Fortune 100 clients and business acumen has contributed in steering the company to its present size of over 70 offices, operations in 4 continents and more than 16000 employees globally. Built the fastest growing IT staffing company in India and APAC with over 7000 people in just 9 years... [Read More](#)

Important Questions discussed during webinar

- How do we identify potential candidates ?
- Different ways and techniques of checking whether the candidate is genuine or not ?
- How do we keep a track of the potential candidates to avoid last minute surprises ?
- Keeping a margin in the CTC for avoiding last minute changes ?
- Recruiter education and skills to be imparted.
- How to handle clients for retaining the candidates ?
- Building the belief and trust of candidates about the staffing company ?
- Planning an upgradation of candidates in the coming years for better connect and growth path.



INDIAN STAFFING FEDERATION



Interactive Webinar

How to Overcome Operation Challenges to reduce Candidate Dropouts ?

Session Chair

Experts



Mehul Shah

Board Member,
Chair- IT Chapter,
Indian Staffing Federation



Shiv Nath Ghosh

Member, ISF
Country Director & Sr. VP
Artech Infosystems Pvt. Ltd.



Suresh Narayan

Member, ISF
Founder & Director
Teamware Solutions



Sameer Penakalapati

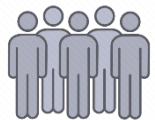
Member, ISF
Founder & CEO
CEIPAL Corp.

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ABOUT INDIAN STAFFING FEDERATION

Indian Staffing Federation is the apex body representing contract staffing companies, formed to provide a platform for recognized employment, work choice, social security and health benefits for the temporary workforce. Over 110+ members of the federation have generated employment for over 9 million employees over the last 10 years and currently employ over 1 million flexi staff annually.

Indian Staffing Federation has been formed with one common goal - Staffing India's Growth. The purpose of ISF is to enhance long-term growth of the staffing industry and to ensure its continued ability to make positive contributions to the economy and society. The principal focus of the Federation's activities is to strengthen triangular employment relationships, in which the staffing company is the employer of the temporary worker, who works under the supervision of the user company.



100+
Members



60,000+
Companies



Employed 9MN over
10 Yrs



Currently Employing
1.1 MN



Market Size
71,400 Cr*



Indian Staffing Federation

VOICE OF INDIAN STAFFING INDUSTRY