



# Jobs Marketplace powered by Blockchain

Creating the first global Job Board where Employers pay directly to Candidates for accessing their profile data

# Summary



- \$14.7B Online Recruitment Market size in 2017
- Experienced and effective team - production version developed 1 month earlier than planned
- Over 300K users by the end of 2019, low CAC due to affiliate payments in tokens

# Problem



**High Competition:** employers struggle to find and hire the right candidate



**Low quality resumes:** hiring managers have to deal with tons of resumes of questionable value



**High hiring costs:** the overall hiring cost for employers is increasing constantly



**Closed technology platforms:** employers are stuck with once chosen solutions, many of which are outdated technologies

# Solution

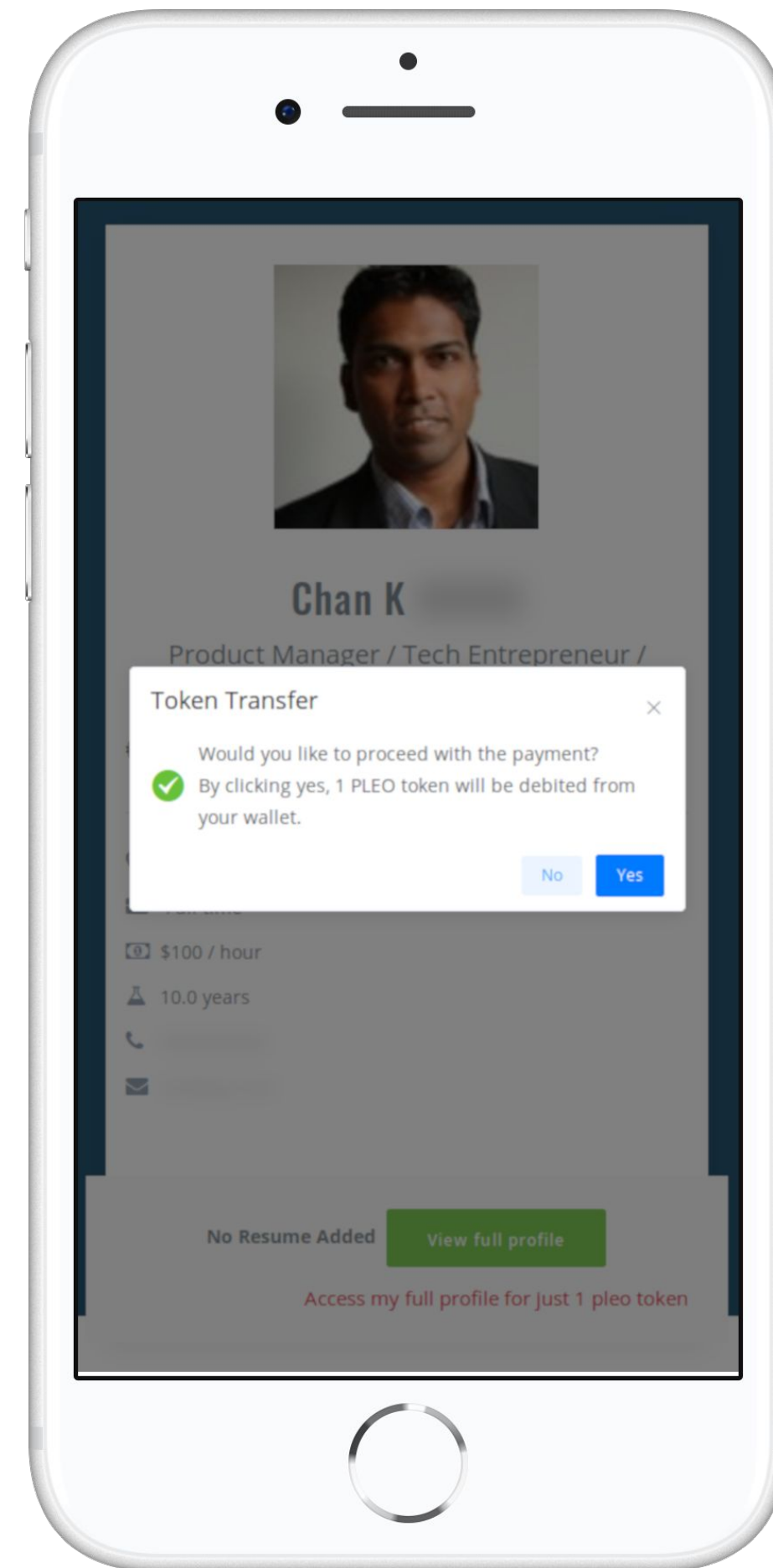
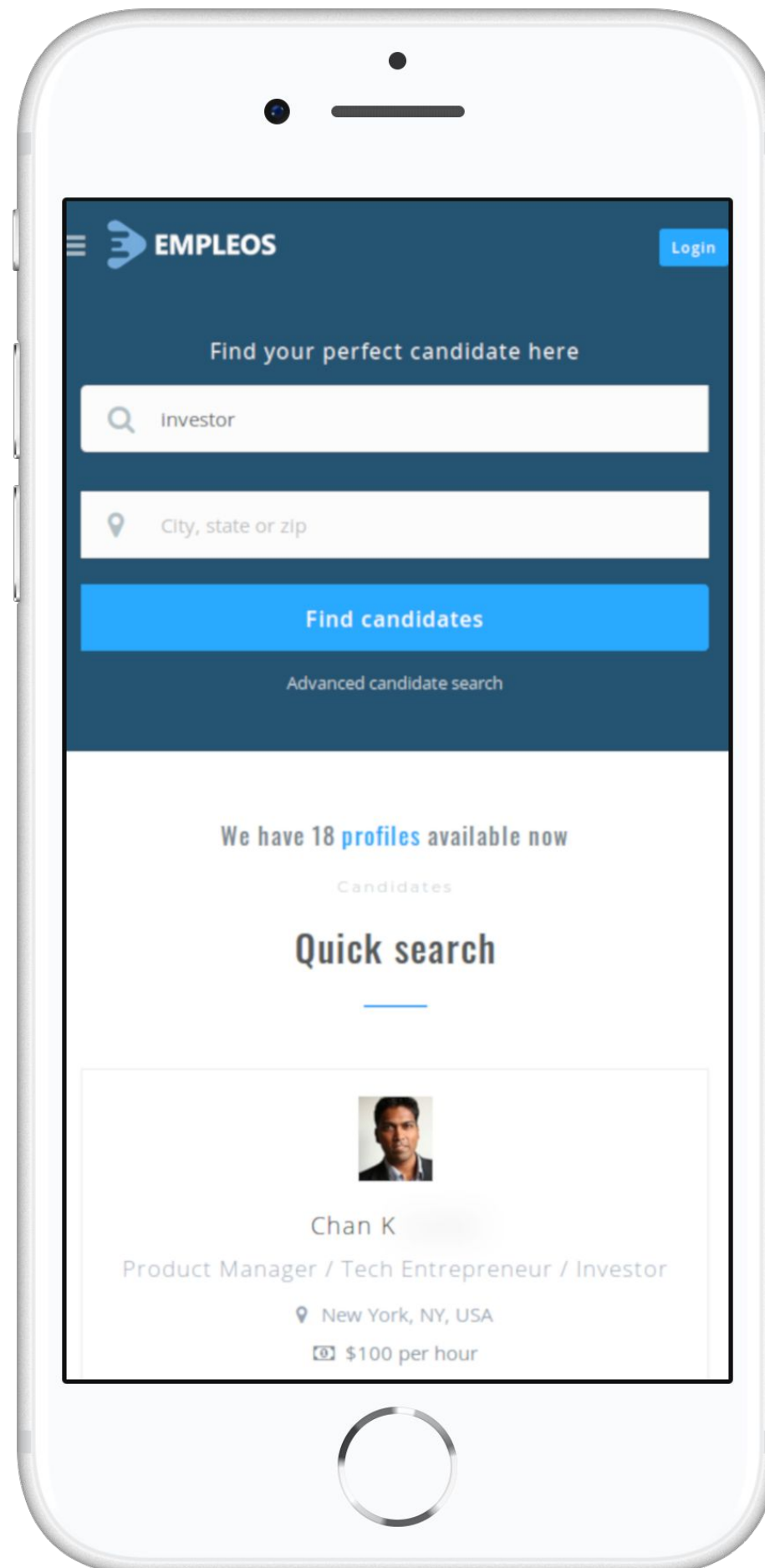


- **Empleos.io platform** incentivizes candidates to submit their resumes to our database offering token benefits
- **Empleos.io platform** encourages candidates to have high quality trustworthy resumes by using point based reward system
- **Empleos.io platform** lowers the cost for employers offering direct access to a resume for a low price paid directly to a candidate
- **Empleos.io platform** offers a comprehensive API for any third-parties who wish to develop alternative tools and solutions for the platform

# Product

## RESUME ACCESS

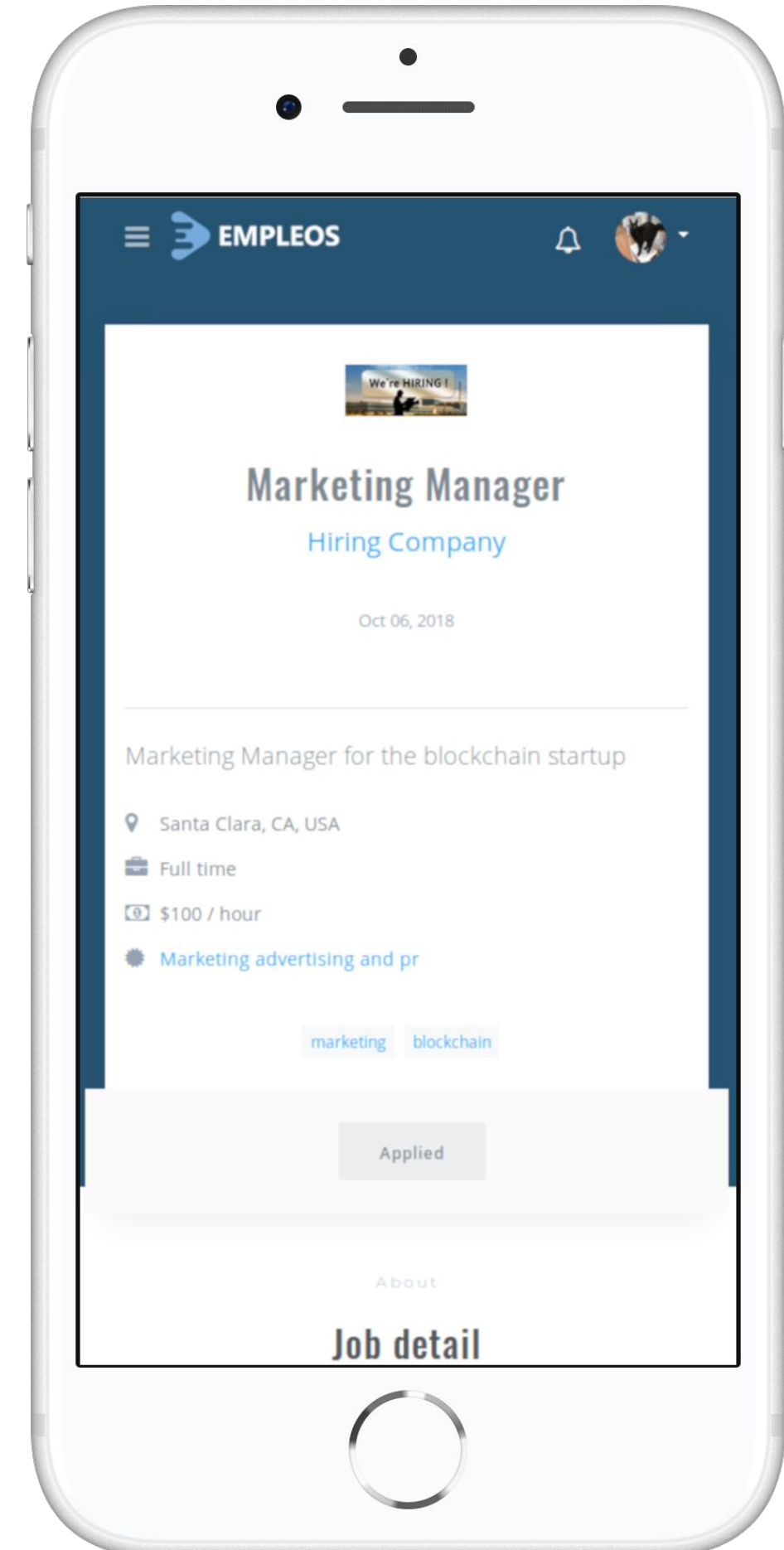
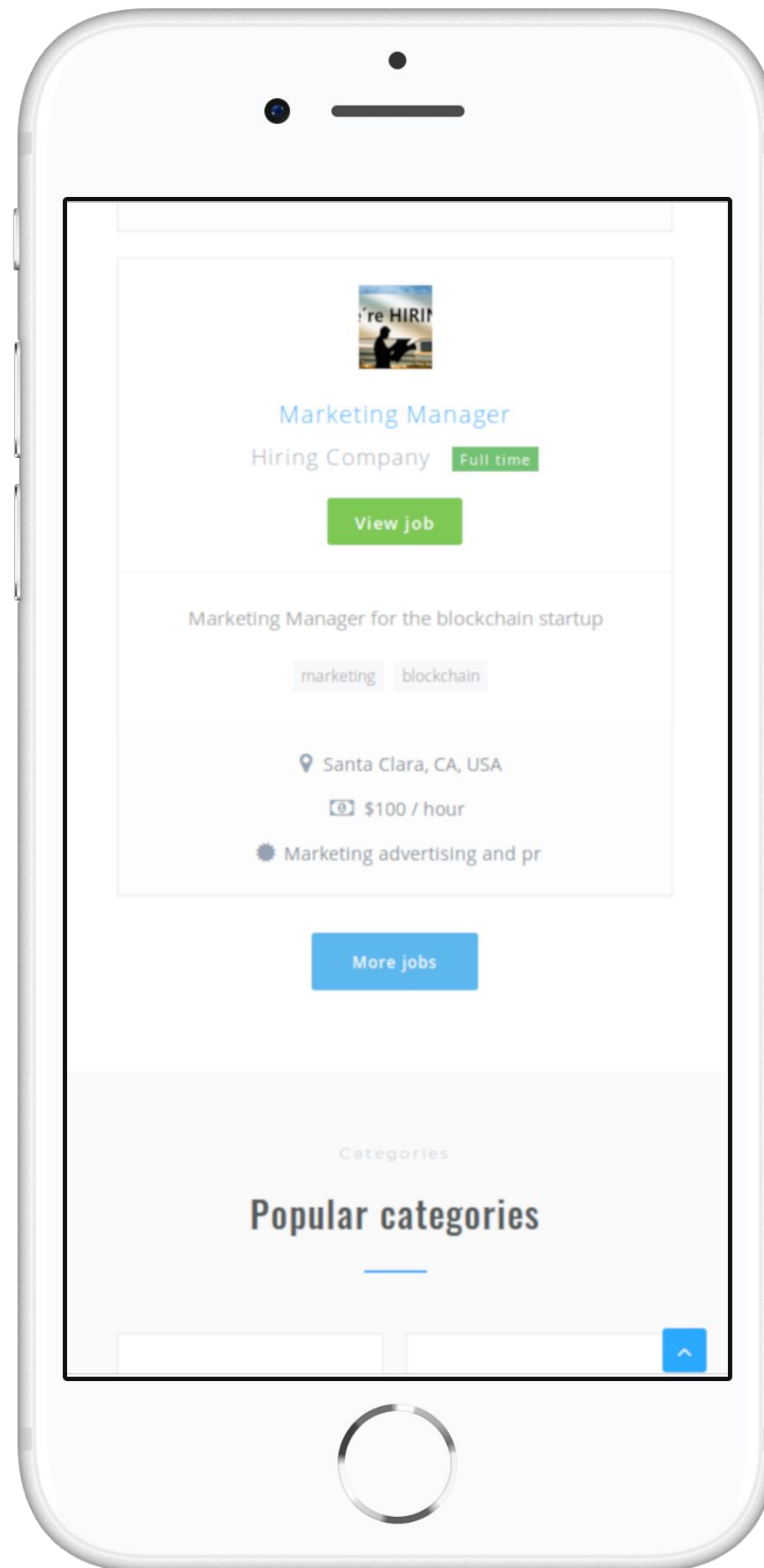
1. Candidate submits his/her profile to the platform
2. Employer finds a candidate by keywords, location and additional parameters
3. Employer pays token to a candidate to view his/her profile



# Product

## GLOBAL JOB BOARD

1. Employer submits a job to the platform free of charge
2. Candidate finds a job by keywords, location and additional parameters
3. Candidate applies for a job



# Product

## EXTENDED FEATURES

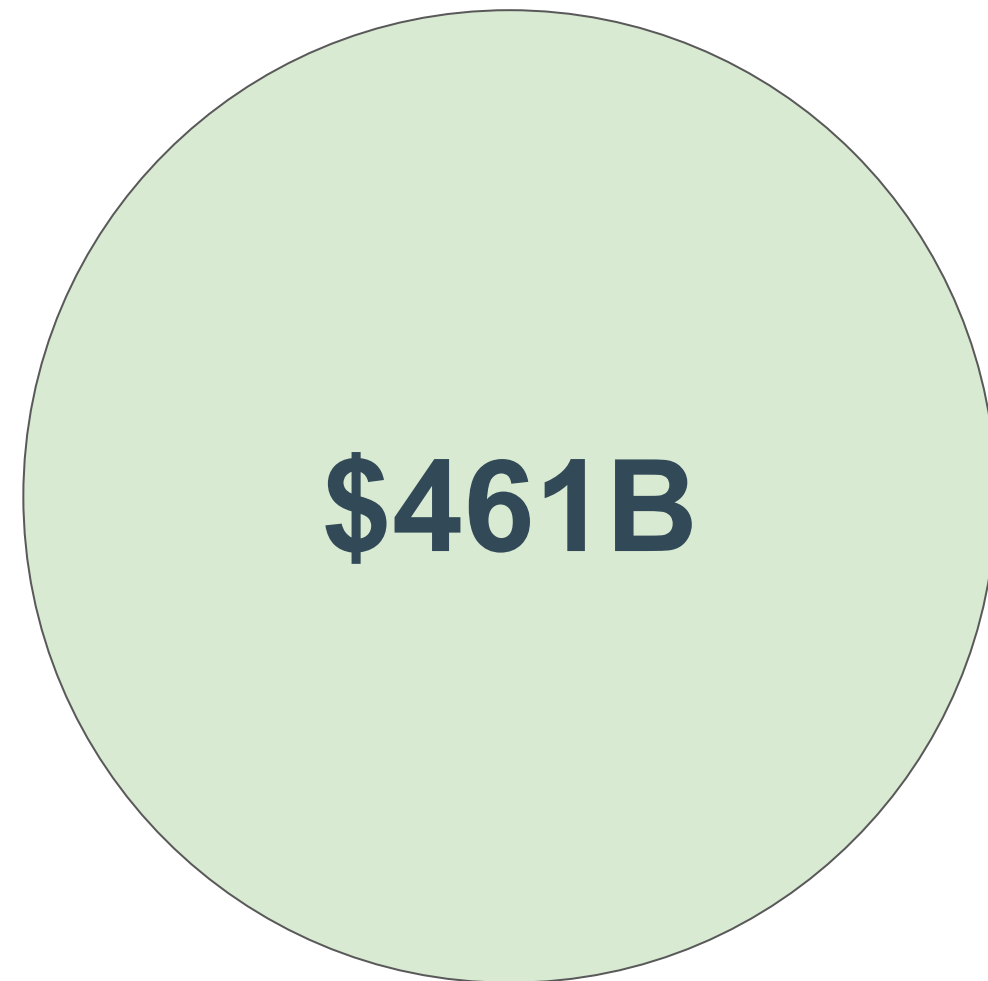
### PHASE 2

- Freelance and Gig functionality
- Use Machine learning to scan resumes and job listing to index keyword and skills
- Premium candidate profile placement
- Premium job placement - Subscription model

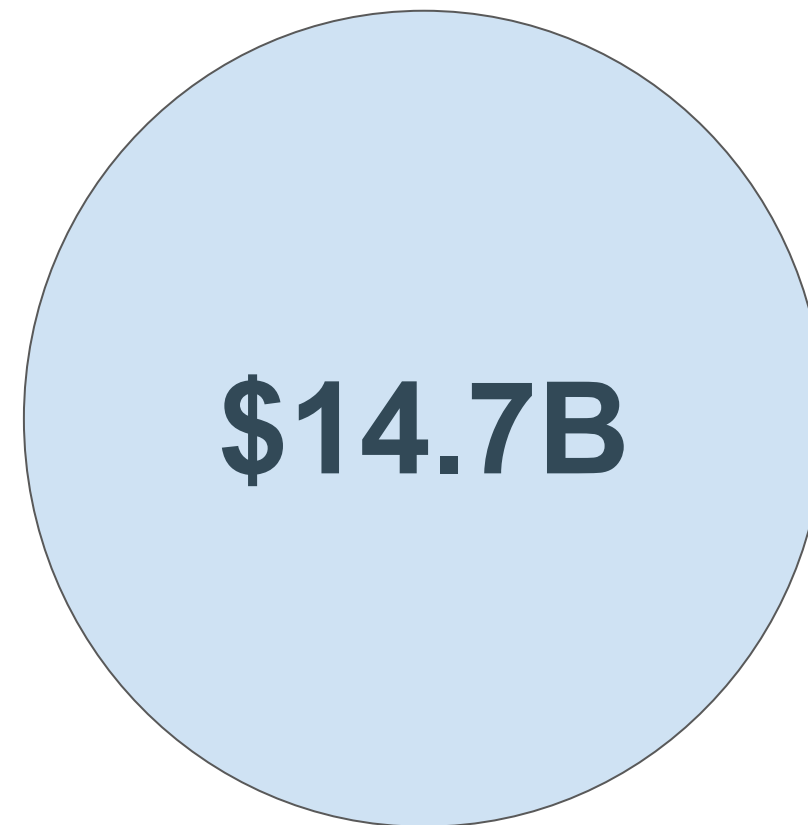
### PHASE 3

- Payroll functionality
- Third-party value-added services
- Mobile apps for iOS and Android
- API for third-party developers
- Exchange Listing

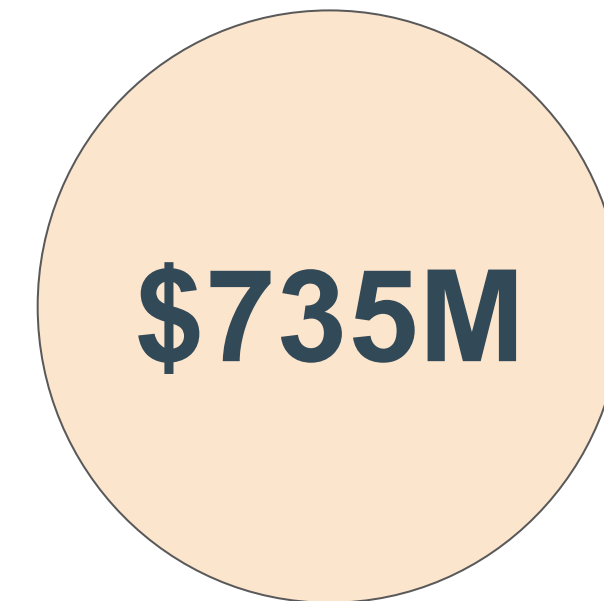
# Market Opportunity



Recruitment and Staffing Market \*



Online Recruitment Market \*

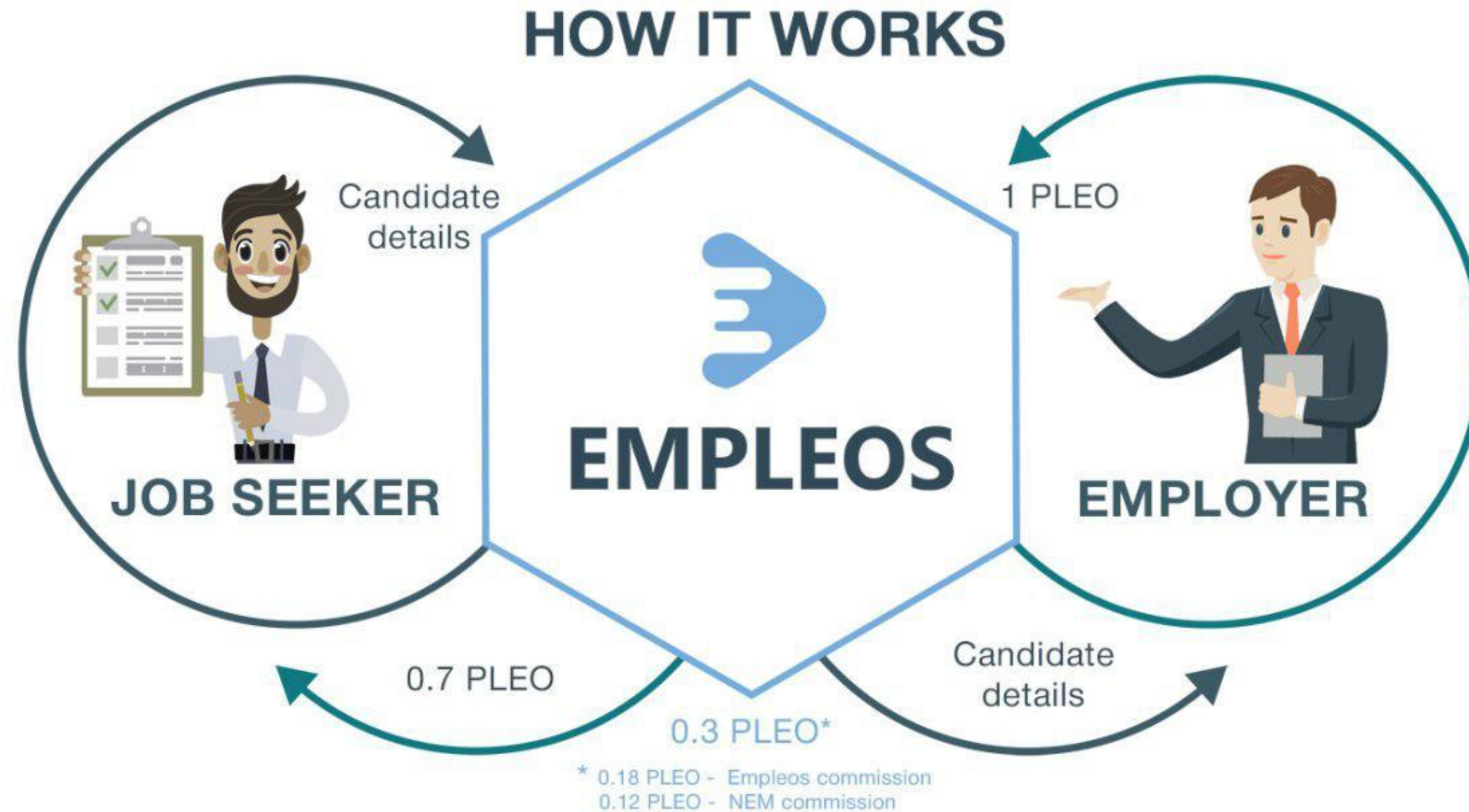


Empleos Opportunity (5%)

\* Staffing Industry Analysts (SIA) Global Market Updates



# Business Model

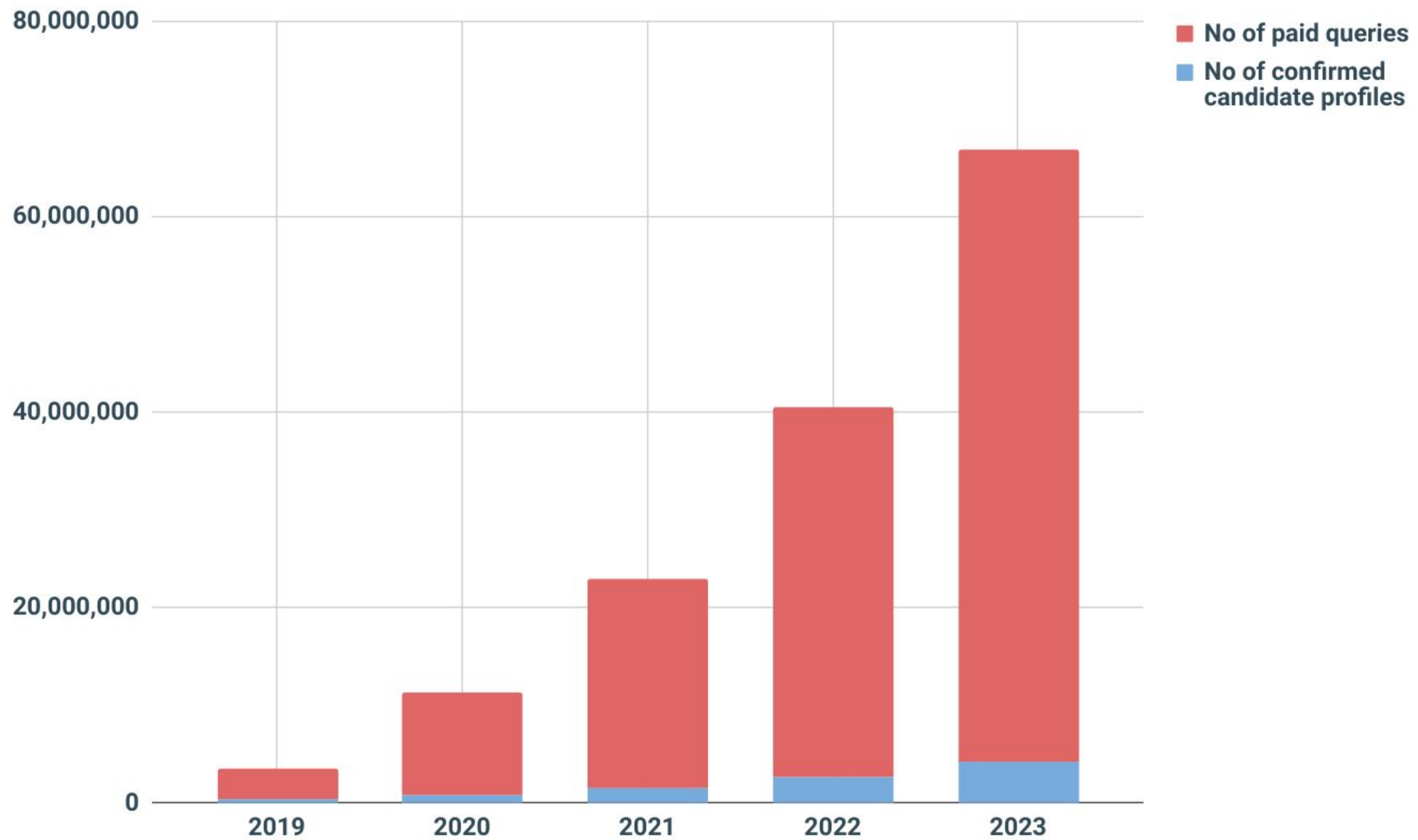


**EMPLOYER PAYS A JOB SEEKER FOR THE FULL ACCESS TO HIS/HER PROFILE**

# Competition

	Indeed.com	LinkedIn	UpWork	Regional Portals	Blockchain Startups	EMPLEOS
Global Service	✓	✓	✓	-	-	✓
Jobs publication & search	✓	✓	✓	✓	✓	✓
Freelance functionality	-	-	✓	-	✓	✓
Gig functionality	-	-	-	-	-	✓
Low commission	-	-	-	-	✓	✓
Direct Payments to Candidate	-	-	-	-	-	✓
Blockchain Technology	-	-	-	-	✓	✓
High token utility	-	-	-	-	-	✓

# Traction



# Growth



## MARKETING & SALES

- Affiliate programs with payments in tokens
- Social Media advertising
- Google Adwords
- Content Marketing
- Direct Sales

## CUSTOMER SERVICE

- Ticketing System
- AI Chat Bot
- Regional Account Managers
- Community Management

## PRODUCT DEVELOPMENT

- Freelance and Gig functionality
- Payroll Functionality
- Mobile Apps
- Regional Expansion
- Machine Learning / AI

# Team



**ILIA GERASHCHENKO**  
CEO & Founder



**CHAN KOMAGAN**  
CPO & Co-founder



**YULIIA HONCHAROVA**  
Chief Marketing Officer



**PULKIT CHADHA**  
Full Stack Developer



**AMIT GOEL**  
Front End UI/UX



**ARVIND MISHRA**  
NEM Developer



**CHRIS RUSSELL**  
Online Recruitment  
Advisor



**RONALD PENNINGTON**  
Business Development  
Advisor



**CHRISTINA REA**  
Legal Advisor



**GAIOSZ MKHEIDZE**  
Regional Development  
Advisor



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