

OnHires

Global recruitment for fast-growing tech companies

Contact information

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Sector

HR tech

Development stage

Prototype

Year of foundation

2023

Number of employees

19

The amount of funding required

\$500 000

Utilization of investments

60% - \$300 000 - Marketing & Sales
20% - \$100 000 - Development
20% - \$100 000 - Recruitment team

Current monthly cost dynamics

\$19 5946

Current monthly income

\$ 23 000

Current debts

no debt

Investors

Bootstrap

THE MAIN IDEA

OnHires is a recruiting platform (RaaS) that helps businesses save money and time on hiring talent.

We select a professional recruiter for the company who finds, screens, and presents candidates ready for employment.

ISSUES/OPPORTUNITIES

1. Companies overpay recruiting agencies. \$15 000 - avg agency fee in the US
2. Managers do not have time to search and select candidates.
3. Organizing and maintaining a full-time recruiting department takes a lot of time and energy.

SOLUTION/PRODUCT

OnHires:

1. 46% More cost-effective than recruiting agency
2. 23% Cheaper than in-house recruitment
3. 2,5X Faster than building an in-house team

BUSINESS MODEL/REVENUE

1. CAC - \$850
2. LTV - \$17000
3. Price - \$1300-5900
4. Margin - 77.46%

COMPETITORS AND BENEFITS

Competitors	Benefits
Scede	Fully embedded recruitment team
Troi	Comprehensive talent audit and benchmarking
MOVE	No commission or hidden fees

ROADMAP

Cust Dev (find a first client) - 2022, October

Alpha (MRR 23K\$) - Now

Beta (Release of no-code MVP) - 2023, September

Public launch - Start of 2024

INVESTMENTS

Costs:

Required investments: \$500 000

60% - \$300 000 - Marketing & Sales

20% - \$100 000 - Development

20% - \$100 000 - Recruitment team

TEAM/EXPERIENCE

Vasyl Hryhorovych - CEO

Victoria Ihnatieva - Head of Recruitment

Ihor Skrypka - Head of Leadgen

Kateryna Bashtova - Business Development Manager

Maiia Kornilova - No-code developer

Oleksandra Sokolenko - Web designer

Recruiters - 8 people

Sourcers - 5 people