`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