

# turbo.

Turbocharge your recruitment.



## Celebrating ten years of turbocharged recruitment at Optimum Consulting

Optimum Consulting is an innovative talent consulting firm with expertise across the recruitment, employment law, and HR spheres. Based in Brisbane, Australia, the team has been delivering people and performance outcomes across a diverse client portfolio for almost 20 years. General Manager of Recruitment, Ben Walsh, has been with the company since its inception in 2003. During that time, he has witnessed the firm's digital transformation first-hand.



### A web-enabled solution in 2012

In 2012, Ben was looking to upgrade his team's Applicant Tracking System when he was introduced to turbo.

"It's funny to think about now, but our existing system at that time wasn't web-enabled. Sometimes we could get up to 180 applications for a role, and we had to input them into the system manually. The time and costs were considerable," he recalls.

"We wanted to be able to advertise and have all the applications automatically go into the system – and believe it or not, ten years ago, that was a big leap. turbo delivered this for us, and at the time, it was a real game-changer for our business."

### A growing and evolving partnership

Of course, as Ben puts it, a lot of water has gone under the bridge since that time, with technology accelerating rapidly.

Today, Ben and his team work closely with turbo to ensure they have a system that supports their organisation now and into the future.

**"When you've used a system for a long time, you can get stuck in your ways, and innovation can slow. So we've been working with (turbo Directors) Saurabh and Tom to refresh and update how we use the system."**



He says the team appreciates the opportunity to learn about new functionality and also integrations, something turbo is constantly building.

“Back in 2012, we wanted web integration. Now it’s all about our tools working together to make things seamless. turbo has a bunch of integrations, and they are always open to new partnerships to support our business.

“For example, we started using (online reference checking platform) Referoo in late 2020, and we asked turbo about integrating so that we could save references in our existing system. They made it happen fast.”



## Continuous improvement in 2022 and beyond

Ben says the key to the partnership’s success has been turbo’s willingness to engage. “The team listens to our problems and what we are trying to achieve to create and deploy solutions. Of course, there is always a learning curve as we make incremental changes, but I love that turbo is on the journey with us.”

He adds that turbo is always on-call to provide customised training sessions to help his team get the most out of the system.

“Any technology is only as good as the people using it, so making sure our team have the training and support they need is critical. I’m thankful that turbo is willing to step up and provide this for us.”

In today’s landscape, building partnerships with tech providers who support your business goals is a must, and Ben says he is looking forward to what’s next with turbo.

**“In the last 12 months, we’ve really ramped up the collaboration, and it’s been great for our business. I am looking forward to taking the partnership even further to reach its full potential.”**

# turbo.

Turbocharge your recruitment.

✉ info@goturbo.com.au

🌐 goturbo.com.au

☎ +61 2 9955 0422