



Are you looking for the best employee or the best resume?

Skillful makes it easier to find, retain and develop the right employees with the right skills.

If you're hiring, you probably look at education and years of experience. This is good, but traditional qualifiers like these aren't the only ways to find the skillset you're looking for.

If you've got people in place, are they in the right place? Are their capabilities matched with their responsibilities? Are they getting the training to keep them engaged and put them on the best paths?

Skillful is reshaping employment with a skills-based model that matches the modern workforce. It takes you beyond conventional requirements to highlight the competencies a particular job demands.

If you can't find the right talent, you might not be looking at the right people.

As you probably know, it's getting harder and harder to find and retain any employees, let alone the *right* employees.

- Low unemployment across the U.S. increases competition in an already-shallow talent pool
- Advancing technology is outpacing traditional training and education
- 67% of the population does not and will not ever have a 4-year degree, so you're missing out on over 2/3 of the workforce

These factors not only affect the workforce, they could be limiting your business' growth.

“ Skillful will allow us to better describe the specific skills required of potential employees. This means we'll take less time to fill a job and have happier, more productive workers, which benefits us all. ”

- Michelle Cable,
HR Manager,
Specialty Products



What can Skillful help you do?

Find more, better-qualified candidates.

Skills-based hiring is 2-5 times better than any other method for selecting successful employees.¹

Reduce recruiting costs and fill open positions faster.

Covidien Health Care saw a 74% reduction in hiring costs and a 38% reduction in time-to-hire by shifting to a skills-based hiring approach.²

Increase retention and employee engagement.

Mercy Hospitals in Western Michigan saw a 28% reduction in staff turnover when shifting to a skill-based model for its entry-level medical and administrative staff.³

Find the right people. Keep the right people. Use the right tools.

Skillful works with small to mid-size companies like yours, helping them transition from a conventional staffing approach to a modern, skills-based model. Here's how:



You get turnkey tools. Access job descriptions, interview questions and a variety of materials to help fill roles in advanced manufacturing, IT and other key industries.



You get templates. These step-by-step instructions help you create skills-based job descriptions and conduct skills-based interviews and employee reviews.



You get training. Skillful provides the content to move your company, your managers and your hiring process to a skills-based approach.

Let's get to work.

Visit Skillful.com/employers to get started.

“ We were hiring for an engineer using a traditional job posting, which resulted in zero applicants. Once we simplified the job posting to nine required and four preferred key competencies, we found and hired a great, qualified candidate for the job. ”

- Paul Harter,
CEO of Aqua-Hot

¹ Source: Innovate Educate, 2015, "Skills based hiring data and outcomes."

² Source: Covidien Health Care, manufacturing company, Talxcellenz® Tools, 2016, "Defining, Validating, and Communicating Competencies Using Talxcellenz® Tools."

³ Source: Mercy Health Hospitals and 911 Call Center, Talxcellenz® Tools, 2016, "Defining, Validating, and Communicating Competencies Using Talxcellenz® Tools."