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TALENT CORNER HR SERVICES

OFFERING BEST IN CLASS RECRUITMENT SOLUTIONS TO BUSINESSES

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EDITORIAL NOTE

Unleashing the Power of Talent Acquisition

Corporate recruitment companies play a crucial role in helping organizations find and attract talented individuals for their job openings. They not only streamline the hiring process, saving time and resources for the hiring organization, but they also bring a wealth of expertise in identifying and assessing qualified candidates, ultimately contributing to the growth and success of businesses in today's ever-evolving corporate landscape.

In an era where competition for top talent is fierce,

corporate recruitment companies serve as the gatekeepers of exceptional professionals, equipped with the knowledge and networks to uncover diamonds in the rough. They possess a deep understanding of the intricacies of different industries and job markets, enabling them to navigate the complex terrain of talent acquisition with finesse.

The Business Fame's latest edition "*The Most Admired Corporate Recruitment Companies of 2023*" has listed corporate recruitment companies which serve as catalysts for success, bridging the gap between organizations and exceptional talent. Through their streamlined processes, extensive networks, and expert evaluation techniques, they ensure that businesses have access to the best candidates to drive their growth and innovation. By partnering with these specialized firms, organizations gain a competitive advantage in attracting and retaining top talent, positioning



themselves as industry leaders in an ever-evolving corporate landscape.

The cover has Talent Corner, a highly professional human resources organization that specializes in delivering innovative recruitment solutions to the corporate world. Founded in 2002 with just three team members, the company has grown rapidly to become one of India's top HR Management companies. With 200+ employees across 15 locations in India, Talent Corner has established a strong presence and serves over 3200+ clients in diverse industries.

Talent Corner is committed to reducing the gap between candidates and clients by upgrading the relationship between them. The company believes that transparency and effective communication are key to building strong and lasting relationships. By continuously endeavouring to improve the recruitment process, Talent Corner hopes to achieve its goal of bridging the gap and helping candidates find their dream jobs while enabling clients to find the perfect candidate for their organization.

In this special edition, let us share similar, interviews with many such dedicated organizations in order to raise awareness about their contributions to making the world a better place.

Let's Begin!

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THE FASTER
CYCLISTS GO,
THE STRONGER
THEIR IMPACT.



DOOR EXIT
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TALENT CORNER HR SERVICES

OFFERING BEST IN CLASS RECRUITMENT SOLUTIONS TO BUSINESSES





A thriving Recruitment Consultancy Business requires more than just knowledge of how to recruit candidates. It is essential to have expertise in Business Development, Finance, and Legal Department, in addition to recruiting skills. Without proficiency in these areas, the task of finding the right candidate and earning revenue will be challenging.

The Business Development department plays a crucial role in identifying companies with job openings and building relationships with them. Through a comprehensive analysis of market trends and an understanding of which industries have openings, this department can create new opportunities for the Recruitment Consultancy Business. Additionally, with financial expertise, they can skillfully negotiate terms and facilitate mutually advantageous deals for both parties.

Once a job opening is identified, the recruiter can showcase their skills in finding the right candidate for the role. However, this is not the ultimate objective. It is essential to ensure that the Recruitment Consultancy Business receives payment for the services. This is where the Accounts and Legal department assumes responsibility. They are tasked with invoicing clients as per government norms, filing GST returns, and handling any legal proceedings required for payment.

Talent Corner is a highly professional human resources organization that specializes in delivering innovative recruitment solutions to the corporate world. Founded in 2002 with just three team members, the company has grown rapidly to become one of India's top HR Management companies. With **200+ employees** across 15 locations in India, Talent Corner has established a strong presence and serves over **3200+ clients** in diverse industries.

India's Recruitment Industry is experiencing an unparalleled growth rate, leading to an increased demand for competent personnel. Talent Corner recognizes this demand and endeavours to match individuals with suitable job opportunities while delivering exceptional service. The company's objective is to simplify, expedite, and make the recruitment process transparent, enabling prompt absorption of fresh talent.

Talent Corner is dedicated to narrowing the gap between candidates and clients by enhancing the relationship. The company believes that effective and transparent communication is the critical element for building robust and long-lasting connections. By continuously striving to improve the recruitment process, Talent Corner aims to bridge the gap and assist candidates to find their dream jobs while facilitating clients in finding the most suitable candidates for their organizations.

THE LEADERSHIP



Bankim Doshi

Bankim Doshi, the CEO of Talent Corner HR Services Pvt. Ltd., began his career in 1981 as a salesperson promoting life insurance policies. He successfully built a strong clientele of 1100 families and was awarded a gold medal by the chairman of LIC. Additionally, he qualified as a member of MRDT in the USA. In 2002, he entered the recruitment industry and founded "Talent Corner HR Services Pvt. Ltd." The company's operations are currently managed by his son, Mr. Rashesh Doshi, as the Managing Director, while Bankim Doshi focuses on managing the business development and finance department.

Bankim's primary motivation for transitioning into the recruitment business was to serve people by providing them with the best job opportunities available in the market. The main goal and vision of Talent Corner HR Services are to match the right job opportunities with the right individuals.

Rashesh Doshi

Rashesh Doshi, who is currently the Managing Director of Talent Corner HR Services, began his professional journey with the company in 2004. Although he completed his bachelor's degree in commerce (with a specialization in advertising and marketing), he was not inclined to begin his career as a fresher with a low salary. Instead, he decided to join his father's business and assist others in finding good job opportunities in the market.

Starting with just two employees, Mr. Doshi successfully stabilized and began earning profits from the business within the first year. After running the business successfully for seven years, he decided to expand his skills in the recruitment industry and opted for a franchise model. This would enable others to start their own recruitment businesses and fulfil their entrepreneurial dreams. Mr. Doshi is actively involved in all aspects of the business, from finance to recruitment, business development, sales, marketing, and team leadership.

Throughout his 19-year-long journey, he has faced numerous business challenges. However, Mr. Doshi has always sought to overcome these obstacles by finding new and innovative solutions. He believes that challenges are motivating factors that inspire us to strive for excellence.



Komal Bhanushali

Talent Corner's Business Development department, led by Komal Bhanushali, a member of the Core Management team, consists of professionals. Ms. Bhanushali has been associated with the organization since 2004, spanning over 18 years, and has served in various roles such as campus recruitment, accounting, managing the training institute, and franchise development. Her team manages multiple clients across India and several branches.

She has a remarkable track record of working in all departments and bringing in new companies, conducting campus recruitment, and onboarding franchise partners. With her extensive 18-year experience, she has adapted to hiring changes in various industries.

Ms. Bhanushali believes that leadership behaviour shapes the team members, who, in turn, shape the culture, ultimately determining the organization's performance. Therefore, when selecting team members, she looks for individuals who align with this philosophy. All of her team members have been picked from campus as freshers and are molded to fit the requirements of the market.



The Process

Talent Corner has identified two end pillars that are critical to the success of its recruitment process. The first pillar is Business Development, which is responsible for identifying potential clients and building strong relationships with them. This team is responsible for the initial stages of the recruitment process and plays a pivotal role in bringing new clients to Talent Corner.

The second pillar is the Accounts & Legal team, which is equally crucial to the success of the process, despite being at the end of it. This team is responsible for managing the financial and legal aspects of the recruitment process, ensuring timely invoicing and processing and processed on time and that all legal requirements are met. Without this team, Talent Corner would not be able to operate effectively or sustainably.

BUSINESS DEVELOPMENT TEAM

In any business, Business Development (BD) is a crucial pillar, as sales are necessary for its survival. When it comes to business development a Consultant Business is to find companies that require a Recruitment Consultant Partner with an experience in the market, and hiring trends to find appropriate candidates as per their Requirements.

BD efforts will involve various activities, such as identifying prospective clients, reaching out to them, acquiring a business, taking job orders, maintaining relationships, and more.

Talent Corner's strength lies in its employees. A strong team is instrumental in taking a business to the top. Researching and pitching new partners for the firm is not everyone's forte. This role requires extensive research, making it one of the most independent and challenging aspects of the business.



Aagam Sheth

Senior Business Development Executive

“It has been magnificent 1.5 years with Talent Corner Hr Services and since it is my first job it has been even more magical to be associated with this organisation as this place has provided me with an opportunity to enhance my skills which further has helped me to inculcate the knowledge about the Recruitment Industry.”



Rajalaxmi Das

Business Development Manager

Rajalaxmi has 5 years experience in to Business development. A highly accomplished business development manager in the recruitment industry.

She is known for their ability to build strong relationships with clients and drive results. Their expertise in sourcing and acquiring top clients, which has helped Talent corner across a variety of industries to achieve their business goals. As a strategic thinker and innovator, she has been instrumental in expanding the reach of our organization, forging new partnerships and driving growth. With Rajalaxmi leading the way, clients can expect nothing but the best in service, expertise, and results. Her specific area of expertise is in Using Money control, VC circle, crunch base for client relationship and acquiring Top client. Rajlaxmi belives in giving client Enough time to discuss their requirements And make a decision about us a consulting partner.

Jahnvi Thakker

Jahnvi is one of the most talented members of our team who joined Talent Corner after completing her MBA. She started her career with us as a Business Development Executive, and since then, her journey has been truly remarkable. She has made a significant impact on our organization, and we are proud to have her on our team. She says “The Most interesting aspect of my profile is that I get opportunity to interact with like-minded people who by choosing us, allow us to be a part of their growth.”

Jahnvi’s client acquisition process is a headhunting approach to research potential clients through LinkedIn. She targets specific decision-makers such as directors, senior managers, and the human resource team instead of making cold calls. Her aim is to approach companies where she knows that Talent Corner can fulfil their requirements, resulting in a mutually beneficial situation for both the company and the firm.

Jahnvi works with clients across various industries, but her major client base is in IT and digital marketing. Her client relationships are so strong that many clients refer her to other HR professionals.





Vaishnavi Bhagat

Vaishnavi's exceptional talent in prospecting new clients and successfully converting leads into profitable business deals has significantly boosted the organization's bottom line. She's having 2+ years of experience in recruitment industry. Her specific area of expertise is in using LinkedIn to not only capture new requirements but also to establish and maintain client relationships, which can lead to additional business opportunities.

In the business world, it's not just about acquiring new clients but also about maximizing revenue from existing clients. Vaishnavi understands this and focuses on obtaining more work from current clients, leveraging her in-depth knowledge of the company and its operations to identify additional requirements that can be fulfilled.

When searching for potential clients, Vaishnavi actively seeks out those who can provide a swift closure to ongoing business requirements and offer the possibility of future business. Her track record of overachieving targets within her team is a testament to her dedication and skill in driving business growth.

Sammed Magdum

Sammed, who started his career as an intern at Talent Corner, has become a valuable member of the team, serving in a dual capacity. He currently holds the position of both Senior Business Development Executive and Executive Assistant to Mr. Rashesh Doshi.

In his role as Senior Business Development Executive, Sammed has made significant contributions to the company's success. He has successfully onboarded nearly 200 clients from diverse industries, such as IT, chemical, and edutech, within a short span of 1.5 years. It's noteworthy that 50% of the clients he has onboarded are key players in their respective industries.



FINANCE TEAM

Having a finance department is essential for any business to manage its financial requirements and comply with government rules and regulations. Recruiting candidates is not only necessary, but it is also crucial to send proper invoices, take care of accounting formalities as per government regulations, and issue statements of accounts.

At Talent Corner, the entire finance department is managed by **Rushali Champak Rajgor** and **Hrutika Shankar Mohal**. **Hrutika** handles creating invoices, sending bills, and correcting them when needed. Additionally, a critical task performed by the finance team is issuing statements of accounts, which provide a complete breakdown of payments to franchisees from the money received from clients.

To streamline financial reporting, Talent Corner's finance expert, Hrutika, has developed different modules on Google Sheets, including a Client Allocation Report, Revenue Report, and a specific Goal Sheet Report. These reports are designed to be simple to use and secure, allowing non-techy personnel to view their performance without accessing data from other branches. The reports assist in forecasting the amount of work required in upcoming quarters, enabling franchisees to stay on top of their financial goals.

Rushali is an experienced accountant who is responsible for managing the GST filing for all the recruitment done by Talent Corner's franchisees. Additionally, she calculates the TDS return and files it, which saves the franchisees from the hassle of hiring a separate CA or accounts person to handle these formalities.

Rushali



Hrutika



LEGAL & ADMIN TEAM

Businesses often overlook the importance of having a legal department in a consultancy firm. However, at Talent Corner, the legal team plays a crucial role in supporting all departments, including franchise development, business development, and end franchisees.

The legal team at TC goes beyond representing the company in court hearings. They assist the business development team by conducting extensive research on the financial background of potential clients, such as verifying their paid-up capital, regular GST filing status, and other important factors. This information helps Talent Corner to determine the potential business a client can offer. The legal team also takes care of sending contracts, following up with clients for the same, and maintaining records of all Talent Corner personnel.

The legal team has Princy Abraham, Deepti Singh, Nishi Doshi & Nameera Sayyed as Intern. Also to support them Kajal is been there in the admin department

Talent Corner works with a lot of MSME companies, and the legal team takes care of verifying their credentials and filing complaints in case of delayed or non-payments. They ensure that the efforts put in by the franchisees do not go in vain and that they get paid for their work. Overall, the legal team plays a vital role in ensuring the smooth functioning of Talent Corner's operations.



Princy Abraham



Deepti Singh



Nishi Doshi



Nameera Sayyed



Kajal

ABOUT TALENT CORNER

Talent Corner HR Services was founded in 2002 and introduced its Work from Home Franchise Business model in 2011. With over a decade of operation, the company has established more than 80 Franchise Partnerships throughout India. Our Plug-N-Play model is user-friendly, with a seven-day training program, unwavering support from our Team Leaders, and no business development requirements. Essentially, this business can be initiated by anyone from the comfort of their own home.

Talent Corner Hr Services PVT Ltd.

India's Leading Recruitment Company



MILESTONES OF OUR COMPANY

