

Scaling Quality and Revenue: How **Risus Talent Partners** Achieved \$300K Revenue Surge with RPS+ and Hiring Assistant

Goals

Increase Hiring Efficiency

Employees

11-50 employees

Industry

Staffing and Recruiting

Introduction

The Scale:

High-performing, US-based staffing and recruiting firm

The Strategy

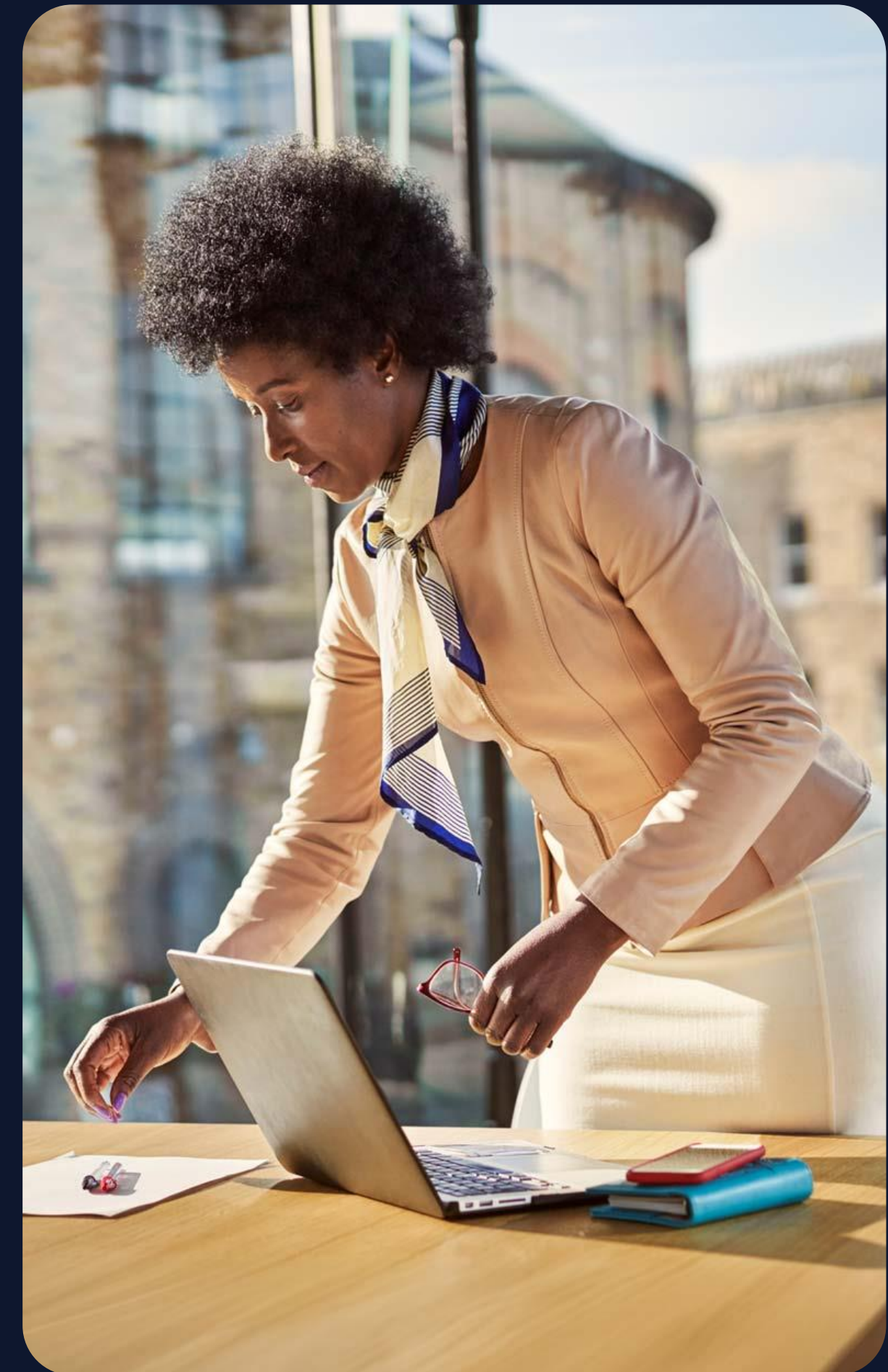
Integrating RPS+ for business development and Hiring Assistant for agentic sourcing

The Challenge:

Navigating the bottlenecks of high-growth, niche recruiting

The Result:

Compounded success in the form of record-breaking quarters and revived client relationships



“Adopting RPS+ and Hiring Assistant has led to one single significant impact: accelerated revenue growth”

“We’ve secured 12 placements directly through Hiring Assistant, totaling nearly \$300,000 in placement revenue”



Jordanne Ringwald
Founder
Risus Talent Partners

“Hiring Assistant surfaces qualified candidates in minutes, saving me hours of manual sourcing work.”

“We view AI as a strategic partner in our workflow, not a replacement for the human touch.”



Shanna Munisteri
Director of Talent
Risus Talent Partners

Challenge

Navigating the Bottlenecks of Niche Sourcing and High-Volume Demands



Manual Sourcing Friction

Recruiters often spent several hours per role using manual filters and keywords to gather a qualified pool of talent.

Capacity Constraints

The full desk workflow limited the team's ability to focus on high-value tasks like client management and closing candidates.

Stagnant Accounts

Historically tough-to-fill roles often led to constant iteration and wasted manpower, sometimes leaving accounts with no new news or best-fit candidates for extended periods of time.

Integrating RPS+ for Business Development and Hiring Assistant for Execution

1. Smarter Prospecting

Using RPS+ business development features, Risus targeted decision makers who were actively hiring and reached out through targeted BD InMails, signing a new commercial construction client and bringing on two new requisitions. With RPS+ as the foundation and Hiring Assistant as the force multiplier, their full desk recruiters now run agentic sourcing and business development from the same platform.

2. High Impact Placements

A recruiting leader managing a large account was balancing active recruiting with team leadership. She posted a niche VP of Sales role, set up her Hiring Assistant project, and stepped into back-to-back meetings. By the time she returned, Hiring Assistant had already sourced and pipelined a qualified candidate. That candidate was ultimately hired, resulting in a major placement. Hiring Assistant let her stay active as an individual contributor without sacrificing her leadership responsibilities.

3. Reviving a Client Partnership

A client relationship had gone cold with no placements since 2023. When the client resurfaced with a mechanical engineer role, the recruiter treated it as low priority, spending just 1-2 hours a week on it. He posted the role, set up Hiring Assistant, and let it work in the background. Hiring Assistant surfaced a candidate who was ultimately placed - a hire the team doesn't believe would have happened otherwise. That single placement reopened the relationship entirely: the client has since sent four new roles, including a director of accounting, turning a stale account into an active partnership.

Integrating RPS+ for Business Development and Hiring Assistant for Execution

4. Organizational Transformation

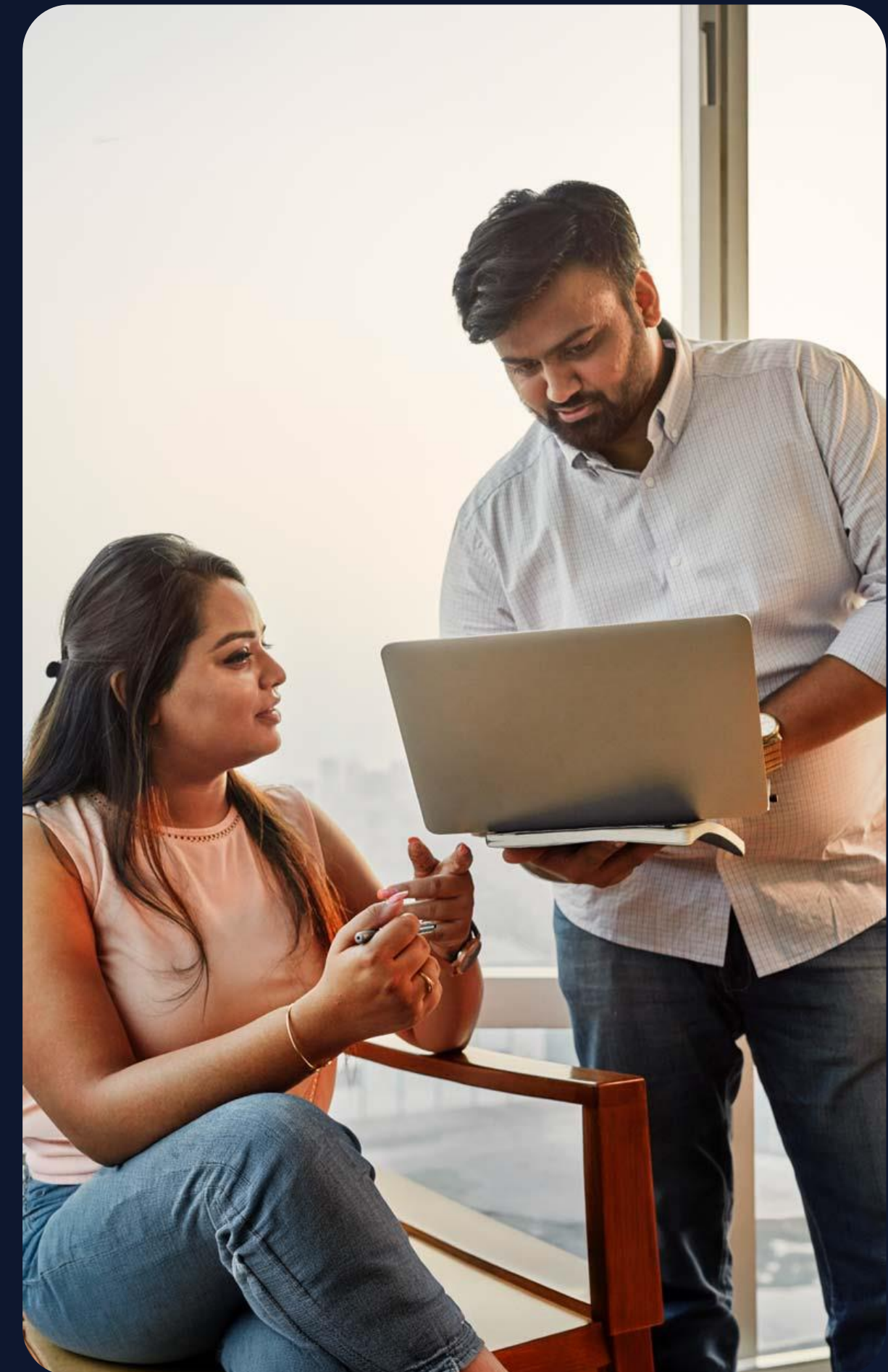
After seeing strong candidate quality from Hiring Assistant, Risus built enough trust in the agent to restructure their team, creating a new junior associate role dedicated to sourcing and high value administrative work. This freed up time for senior recruiters to focus on revenue-generating activities like closing candidates, deepening client relationships, and driving new business.

5. The Adoption Turning Point

Adoption clicked when a client made an internal hire, only for Risus to realize that Hiring Assistant had already identified and surfaced that exact candidate weeks prior. Seeing the AI pinpoint the same winning profile as the client removed all doubt about the tool's quality.

6. The Triple Threat Intake with Hiring Assistant

Recruiters powered up Hiring Assistant by combining job descriptions with their proprietary client intake notes, and using the profile mention feature to reference profiles already in their pipeline that proved to be a strong-fit for previously filled positions.



Results Delivered

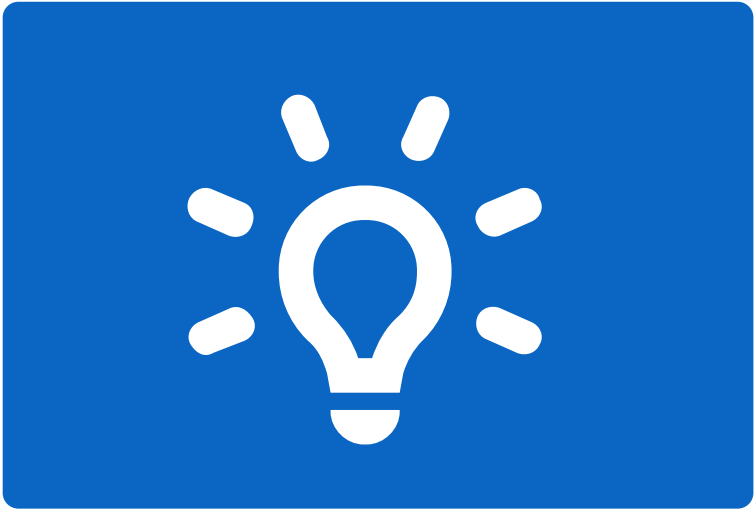


\$300,000 in Placement Revenue

Risus directly attributed 12 placements sourced through Hiring Assistant. These placements spanned a diverse range of seniority levels and functions, from Customer Service roles to C-Suite executives like CFOs.

Measurable Business Growth

Risus used RPS+ business development features to target decision makers who were actively hiring, reached out through BD InMails, and signed a new commercial construction client with two new requisitions. RPS+ gave their full desk recruiters the tools to prospect smarter and win new business, not just fill roles.



Business Transformation

Risus didn't just adopt Hiring Assistant - they reorganized around it. Leadership created a new internal Associate role dedicated to AI-powered sourcing, shifting senior recruiters to closing, client growth, and new business. Player-coaches got relief too, as Hiring Assistant kept them producing without sacrificing leadership responsibilities.

Supercharged High Producers

Risus' top recruiter achieved the highest quarterly production in the firm's five-year history by leveraging Hiring Assistant. Junior recruiters are now delivering high-quality candidate pipelines and niche talent, such as Mechanical Engineers, that were historically reserved for senior-level recruiters.



Hours of Time Saved

Shanna Munisteri, a Recruiting Director at Risus, replaced the time-consuming process of manually playing with keywords and filters to turn a half-day task into a background process. Shanna fed intake notes directly into Hiring Assistant, with a quick 5-10 minute setup, and a list of 25+ qualified candidates instantly surfaced.