

*entelo*

PRESS KIT



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## ABOUT ENTELO

Entelo is the world's leading recruiting automation platform. By eliminating what once were tedious, time-consuming manual workflows, we empower the modern recruiter to most effectively discover, qualify, and acquire top talent through meaningful connections.

To learn how leading companies such as Capital One, Cisco, Facebook, GE, Genentech, Netflix, Northrop Grumman, and Target are building their organizations using Entelo, visit [www.entelo.com](http://www.entelo.com).

## COMPANY AT-A-GLANCE

Headquarters: San Francisco, CA

Year Founded: 2011

No. of Employees: 100+

No. of Customers: 600+

Industry: Software-as-a-Service (SaaS)

## WEBSITE AND SOCIAL

Website: [www.Entelo.com](http://www.Entelo.com)

Twitter: [www.twitter.com/Entelo](http://www.twitter.com/Entelo)

Facebook: [www.facebook.com/Entelo](http://www.facebook.com/Entelo)

YouTube: [www.youtube.com/user/EnteloVideos](http://www.youtube.com/user/EnteloVideos)



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## PRODUCT SOLUTIONS

For talent teams who need a better way to engage candidates, Entelo is recruiting automation software that applies artificial intelligence to big data to enable recruiters to most effectively find, qualify, and acquire top talent.

No longer are talent teams limited to the same autobiographical view of candidates as their peers relying on a traditional strategy. With Entelo, talent teams have easy access to automatically-aggregated, holistic profile information they need to tailor communications directly to the personal inboxes of the most receptive, qualified candidates -- including underrepresented candidate pools.

### KEY BENEFITS

- **Actionable Insights.** Entelo applies artificial intelligence against large data sets to surface candidates who are most qualified for your open roles and most receptive to new opportunities.
- **Higher Engagement.** With the ability to personalize communications directly to the personal inbox of the most qualified and receptive candidates, you increase response rates and decrease time-to-fill.
- **Increased Productivity.** By automating manual workflows and automatically aggregating profile information from disparate social and professional sites, Entelo frees you up to build meaningful connections to better compete for talent.

### ENTELO FOR PASSIVE RECRUITING (Entelo Search)

Entelo Search lets organizations source from millions of social profiles, with filters for candidates who are more likely to take a new job or those from diverse backgrounds. Talent acquisition teams can manage outreach to these candidates using Entelo's email analytics solution to track responses, test different outreach campaigns, and automatically follow-up.

### ENTELO FOR ACTIVE RECRUITING (Entelo Stack)

A unique and powerful inbound recruiting solution, Entelo Stack helps recruiters sort resumes to focus on candidates who meet their needs with predictive candidate scoring, and data and analytics that work with a multitude of ATS technologies. Stack allows employers to compare qualified candidates for other job openings, creating a dynamic talent pool for the company.



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## MANAGEMENT TEAM

	<p><b>JON BISCHKE, Co-founder and CEO</b></p> <p>Jon Bischke is the co-founder and CEO of Entelo. A serial entrepreneur, Bischke founded three companies in the e-learning and social networking space and served as an Entrepreneur-in-Residence at Battery Ventures. He has a B.S. from the University of Minnesota and an MBA from UCLA.</p>
	<p><b>COLE GOEPPINGER, VP of Engineering</b></p> <p>Cole Goeppinger leads Engineering at Entelo. He has extensive engineering leadership experience from PayPal and Xoom, as well as several patents related to data sync and online payments. Goeppinger holds a B.S. in Computer Science from Washington University in St. Louis.</p>
	<p><b>SAM EAST, VP of Sales</b></p> <p>Sam East joined Entelo as Vice President of Sales after stints in senior sales leadership positions in the U.S. and the U.K. Earlier in his career as the Senior Director of Corporate Sales at ClearSlide, East led seven Corporate Sales teams as well as the Sales Development teams. He holds a Bachelor's Degree from Sussex University.</p>
	<p><b>JILL WITTY, VP of Talent and Operations</b></p> <p>Jill oversees Talent, People Operations, and Business Operations at Entelo. She has over 15 years of experience as an entrepreneur and a talent thought leader. Prior to Entelo, Witty founded three B2C companies, leading to two acquisitions. She holds a B.A. from Yale and an MBA from UCLA.</p>



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MANAGEMENT TEAM (continued)

	<p>LONI SPRATT, Senior Director of Customer Success</p> <p>Loni Spratt is head of customer success and brings over 10 years of business account management and client relations experience to Entelo, including co-founding her own recruitment consultancy. She holds a B.S. from USC in Business Administration.</p>
	<p>RAMESH SETHURAMAN, VP of Finance</p> <p>Ramesh Sethuraman leads Finance and Accounting at Entelo. Prior to Entelo, he was the VP of Finance and Controller at Bill.com. Sethuraman is a graduate of the Institute of Cost and Works Accountants of India and holds a bachelor's degree in Commerce from the University of Madras, in Chennai, India.</p>



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## RECENT PRESS RELEASES

1. [Entelo Recognized on JMP Securities Hot 100 List of Top Privately Held Software Companies](#) (April 18, 2017)
2. [Entelo Posts Fifth Straight Year of Triple Digit Revenue Growth in 2016](#) (January 19, 2017)
3. [Announcing Entelo Stack for Mobile, the Perfect App to Find Your Perfect Candidate](#) (October 4, 2016)

## RECENT COVERAGE

1. [How AI is Transforming the Workplace](#) (The Wall Street Journal, March 10, 2017)
2. [How Silicon Valley's Diversity Problem Created a New Industry](#) (Fast Company, July 5, 2016)
3. [CEO of Recruiting Software Company Focuses on Diversity](#) (The Mercury News, January 26, 2017)

## HIGH-RESOLUTION LOGOS

[www.entelo.com/press](http://www.entelo.com/press) and go to, 'Download the Press Kit'

## QUESTIONS?

Please direct inquiries to: [media@entelo.com](mailto:media@entelo.com)