



Breaking Through the Noise: How Video Transforms Outbound Sourcing Strategies

Table of Contents

Executive Summary	03
--------------------------	-----------

Methodology	05
--------------------	-----------

Background Context	05
--------------------	----

Problem Statement	06
-------------------	----

Timing	06
--------	----

Sample Size	06
-------------	----

Location	06
----------	----

Content	06
---------	----

Data Collection & Analysis	07
----------------------------	----

Sponsorship	07
-------------	----

Results	08
----------------	-----------

Implications	11
---------------------	-----------

Key Features and Benefits	11
---------------------------	----

Conclusion	13
-------------------	-----------

Value Reinforcement	13
---------------------	----

Executive Summary

Recruiters often struggle to capture the attention of top talent, with traditional outbound sourcing messages frequently dismissed as spammy and unengaging. This leads to poor response rates, inefficient recruitment processes, and suboptimal candidate engagement and quality. In response to these challenges, this study tested a transformative approach- integrating hiring manager video into outbound sourcing messages.

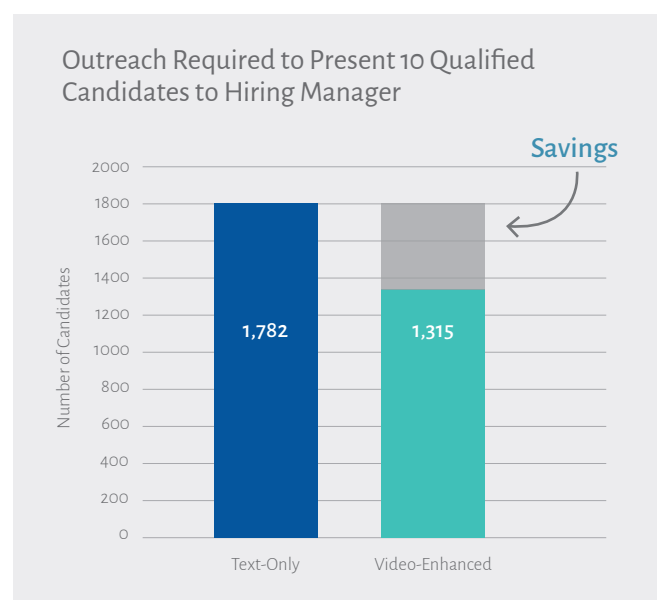
The study's findings are compelling, demonstrating several key benefits of video-enhanced sourcing:

1. Higher Quality Candidates

Video-enhanced job descriptions drove a **35.5% increase in candidates advancing to the interview stage** compared to standard text-based descriptions. The integration of video gave candidates a clearer understanding of the role, enabling those who were not qualified or interested to opt out early.

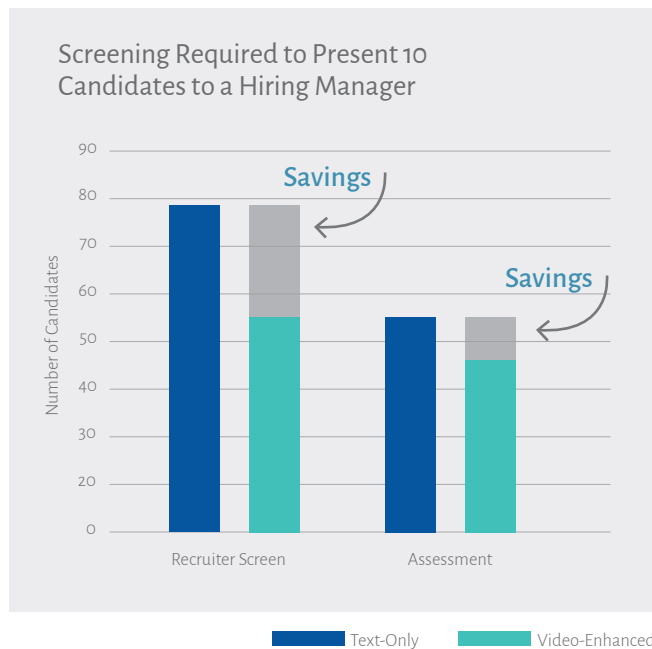
2. Reduced Outreach Effort

Recruiters contacted 26.1% fewer candidates to generate the same number of qualified and interested candidates when they included hiring manager video versus traditional methods. This reduction underscores the efficiency of video-enhanced sourcing, as less outreach was necessary to identify quality candidates, thereby lowering effort and resource costs.



3. Streamlined Processes

In addition to contacting fewer candidates, recruiters saw a **31.5% higher conversion rate from positive initial response to interview** with video-enhanced outreach. This conversion boost resulted from candidates entering the funnel better informed, leading to fewer follow-up questions and more qualified applicants progressing further in the process, reducing repetitive tasks and administrative work.



4. Superior Candidate Experience

With fewer unqualified candidates entering the process, 7% fewer candidates experienced rejection after beginning the interview process. This improvement boosts the candidate experience, enhancing employer brand.

5. Fewer Low-Value Inquiries

While not quantified, the study observed far fewer inquiries from candidates regarding basic details already provided in the outreach material, such as job status and location. This allowed for more time to be spent engaging with qualified candidates, resulting in a more efficient hiring process.

For talent acquisition leaders, these findings deliver a clear message: integrating hiring manager video into outbound sourcing is no longer optional- it is an essential tool that boosts efficiency, enhances candidate quality, and delivers real cost savings.

Methodology

Background Context

In today's competitive talent markets, outbound sourcing faces significant challenges. Traditional methods often involve text-based emails or messages that lack personalization and fail to engage recipients. Even when sourcing messages are well-crafted, personalized, and tailored to specific candidates, they may still be ignored. Candidates are often overwhelmed with outreach or have been accustomed to low-quality, impersonal messages, leading them to disregard even the best outreach efforts. As a result, many recruiters struggle to capture and retain the attention of top talent.

These challenges are further compounded by poor execution, where generic outreach fails to convey a compelling reason for candidates to consider the opportunity. The perception of such messages as spammy or intrusive not only leads to low engagement but also harms the overall candidate experience.

In addition, the inefficiencies inherent in traditional outbound sourcing methods place a heavy administrative

burden on recruiters. Recruiters frequently deal with a high volume of irrelevant applications and inquiries, which diverts valuable time and resources away from more meaningful candidate interactions. This reduces their ability to focus on engaging with qualified candidates, thus impacting recruiter efficiency, hiring outcomes, and ultimately makes the recruitment process more expensive.

Recognizing these challenges, this study examined the potential of integrating hiring manager video into outbound sourcing messages, inspired by the success of video in digital marketing. Connecting a hiring manager's face, voice, and personality to the job helps differentiate the message from other written job descriptions that can blend together. It encourages candidates to visualize themselves in the role, fostering deeper consideration of the opportunity and the chance to work with the hiring manager. Videos have been shown to increase engagement and response rates in various contexts, making them a promising tool for enhancing outbound sourcing efforts.

Problem Statement

Traditional outbound sourcing messages face several key issues which limit their effectiveness:

- 1. Low Quality Applicant Pool:** The inefficiency and low engagement contribute to a lower quality applicant pool, resulting in a higher proportion of unqualified or uninterested candidates. This, in turn, extends the time-to-hire and increases recruitment costs, impacting the overall success of the talent acquisition process.
- 2. Negative Candidate Perception:** Candidates often perceive these messages as spam or unsolicited intrusions into their professional lives, which diminishes their likelihood to respond.
- 3. Lack of Personalization:** The absence of tailored, engaging content in many messages leads to low engagement rates, as candidates are less inclined to consider the opportunity.
- 4. Recruiter Inefficiency:** Inefficiencies in the process create unnecessary inquiries and interactions, which divert recruiter attention away from high-value activities.

Timing

This study was conducted during the second quarter of 2024 from April 1st through July 26th, targeting candidates for software engineering roles in a highly competitive talent market. The experiment ran for several weeks until the necessary candidate pool was sourced, with outreach to the video-enhanced group concluding earlier than anticipated due to its success in securing qualified candidates.

Sample Size

A total of 9,956 candidates were sourced and randomly divided into two groups. The first group consisted of 5,879 candidates who received traditional text-based outreach. The second group included 4,077 candidates who received video-enhanced sourcing messages. These numbers were based on an initial qualifications screening using criteria such as relevant experience, location, and keywords such as the names of required programming languages and other technical skills.

Location

Candidates were sourced for this study primarily through LinkedIn, targeting those located in the San Francisco Bay Area of the United States and Toronto, Canada.

Content

The content of the outreach messages was consistent for both groups, with the addition of a hiring manager video in the video-enhanced outreach group. Both groups received traditional outbound recruitment messages, including a compelling pitch about the company, a brief overview of the role, a link to the job description, and an invitation to apply. Video and non-video outreach was sent to candidates for all roles, ensuring the results were not influenced by differences in the positions themselves.

When the individual clicked on the job description to learn more, they either saw a traditional text-based job description or a video-enhanced job description. While some candidates replied directly to the outreach email instead of applying through the job description link, the workflow remained the same: after replying or applying, candidates proceeded through the same recruitment steps, including pre-screening and, if successful, advancing to the technical screening stage.

The videos were under 30 seconds long and included an introduction to the role and the hiring manager. No scripts were used for the videos to maintain authenticity and relatability, and the videos were produced informally, with a laptop or phone, to avoid the high costs associated with professional video production. Each hiring manager created a video tailored to their specific role. With the exception of the hiring manager video embedded in the job description, these messages were designed to align with standard industry practices for outbound recruitment.

Data Collection & Analysis

The study aimed to evaluate the impact of hiring manager videos in outbound sourcing on candidate engagement, recruitment efficiency, and overall applicant quality. While two groups were compared, candidates were randomly assigned to either group, while the recruitment process remained identical for both, save for the inclusion or exclusion of video. In addition, data collection was conducted without notifying candidates of their participation in a study to ensure integrity of the findings. This structure allowed for a direct comparison of candidate engagement and behavior between the two outreach methods without altering the underlying recruitment process.

Key metrics were tracked to assess the effectiveness of both outreach methods:

- 1. Initial Engagement:** Number of candidates who responded to the outreach messages. Data was divided by Reply vs. No Reply and Interested vs. Not Interested.
- 2. Pre-Screening Completion:** Number of candidates who completed a pre-screening phone call and/or a CoderByte assessment. Based on experience, a number of individuals were not required to participate in the CoderByte assessment and advanced directly to the interview stage.
- 3. Interview Stage:** Number of candidates who advanced to interviews with the hiring manager.

Sponsorship

This study was sponsored by SparcStart, the video-powered recruitment marketing platform. SparcStart's involvement was limited to providing the video platform for the recording, approving, and video integration of the outreach. SparcStart played no role in selecting candidates, determining the outreach cadence, or influencing the recruiters' engagement process. At no point did SparcStart's branding appear on any of the content shared with candidates, ensuring that the videos remained aligned with the employer brand.

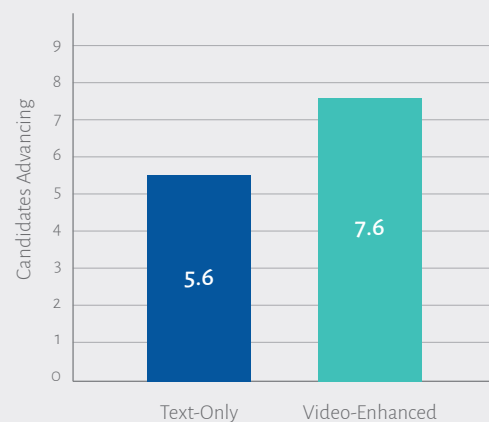
Results

The data collected from this case study compared video-enhanced job descriptions to text-only job descriptions, providing critical insights into the effectiveness of integrating video into recruitment outreach. This analysis provides clear evidence of the impact on candidate quality, engagement, and recruiter efficiency, ultimately driving cost savings.

1. Enhanced Candidate Quality

Implementing video-enhanced job descriptions led to a 35.5% increase in the ratio of candidates advancing to the interview stage compared to traditional text-only job descriptions. This substantial improvement not only indicates higher engagement but also shows that candidates progressing are more closely aligned with the job requirements. This increased alignment reduces time-to-hire and subsequent resources spent on candidates who do not meet the necessary qualifications, allowing recruiters to focus on top talent from the outset.

Candidates Advancing to Interview per 1,000 Outreach



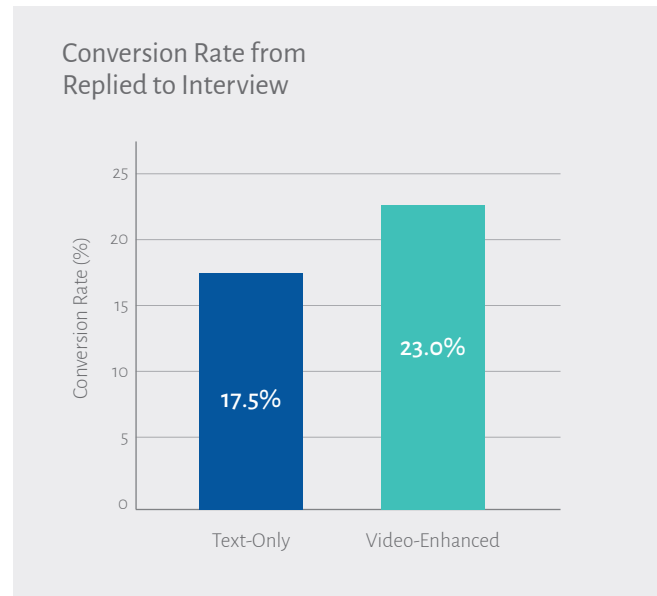
Further analysis showed that 16.2% more candidates from the video-enhanced group advanced to the CoderByte screening stage than those from the text-only group. This demonstrates that video-enhanced job descriptions attract candidates who are both better informed and more suited to the position. By filtering out less qualified candidates earlier in the process, recruiters can concentrate their efforts on well-suited applicants, streamlining the recruitment funnel and ensuring a more efficient use of time and resources.

These findings indicate that video-enhanced job descriptions serve as an effective tool for creating a more dynamic and interactive recruitment process. This leads to candidates who are more invested in the opportunity and are able to make informed decisions about their suitability for the role. The process itself fosters a stronger connection between the candidate and the company, resulting in higher-quality applicants moving forward. This improved candidate experience, driven by the enhanced medium, streamlines the recruitment funnel, allowing recruiters to focus on the strongest talent earlier in the process.

2. Enhanced Candidate Engagement

The data also highlights the significant impact of video-enhanced job descriptions on candidate engagement. Candidates who received video-enhanced job descriptions experienced a 31.5% higher conversion rate from positive initial response to interview compared to those who received text-based descriptions. This heightened level of engagement accelerates the recruitment process while reducing costs, as fewer resources are wasted on disinterested or poorly informed candidates.

The primary value of video-enhanced job descriptions lies in their ability to create a more dynamic and interactive candidate experience. The inclusion of video grabs the attention of candidates, encouraging them to actively en-



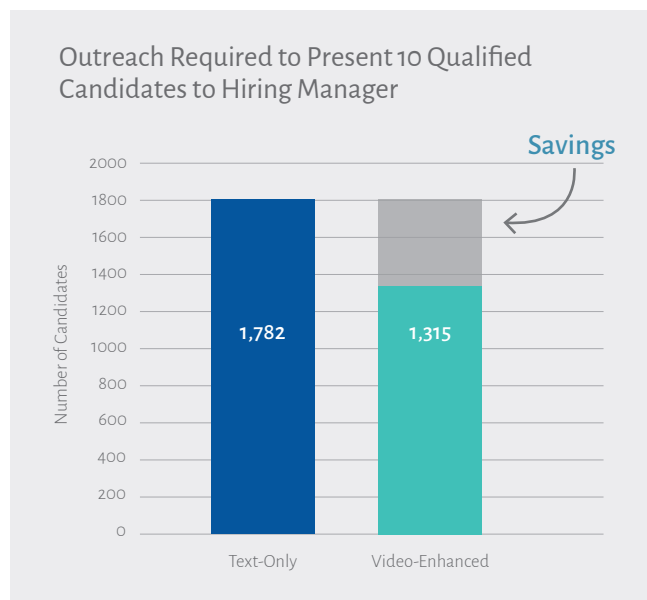
gage with the potential opportunity. This approach helps filter out candidates who might not be fully aligned with the role, leading to more meaningful interactions between recruiters and qualified candidates, without relying on video or text alone to provide every detail.

Furthermore, by fostering a more engaging process, candidates who realize they are not a good fit for the role are more likely to self-select out early. This results in a more focused and motivated applicant pool. Recruiters can therefore dedicate more time and effort to high-quality candidates from the outset, streamlining the recruitment process and increasing the likelihood of successful hires.

3. Efficiency and Time Savings

Video-enhanced job descriptions significantly increase recruitment efficiency by reducing the volume of outreach necessary to achieve the same number of qualified candidates, thereby creating a more cost-effective process. For traditional job descriptions, recruiters had to contact 5,879 candidates to generate 33 interviews, which translates to an average of 178 candidates contacted per interview. In

contrast, video-enhanced descriptions required outreach to only 4,077 candidates to secure 31 interviews—an average of 131 candidates per interview. This represents a 26.1% reduction in candidate outreach needed to achieve similar hiring results, demonstrating a clear advantage in cost and time efficiency.



This reduction in outreach volume has several key implications. First, fewer candidate contacts mean reduced costs associated with programmatic ad spending, pay-per-apply services, and manual candidate screenings. Second, a smaller, more engaged pool of candidates allows recruiters to allocate their time and resources more effectively, focusing on those who are genuinely interested and well-suited for the role.

Additionally, candidates who receive video-enhanced job descriptions tend to ask fewer repetitive or basic questions, indicating a more thorough understanding of the role and its requirements. This reduction in low-value inquiries allows recruiters to spend less time clarifying basic details and more time engaging in meaningful discussions with qualified candidates. By minimizing time spent on less qualified candidates and reducing redundant inquiries, video-enhanced job descriptions streamline the recruitment process, creating more cost-efficient hiring outcomes.

Overall, the ability to achieve the same hiring results with a reduced volume of candidate outreach is transformative. It enables recruitment teams to optimize their budgets while still delivering top-tier candidates to hiring managers. This efficiency allows recruiters to operate more strategically, shortening recruitment timelines, reducing costs, and enhancing overall productivity.

Implications

Key Features and Benefits

To address these challenges and enhance the effectiveness of outbound sourcing efforts, integrating video content into outbound messages is essential. This approach leverages the proven benefits of hiring manager videos in capturing attention, conveying complex information, and fostering engagement. Importantly, while videos such as generic employee testimonials, company overviews, and day in the life videos may provide some value, they lack the specificity and relevance required to truly capture candidate interest. Hiring manager videos, tailored to specific roles and directly tied to a specific job, are far more impactful in engaging candidates and prompting them to seriously consider the opportunity.

1. Enhanced Engagement and Personalization

Video content offers a dynamic and visually engaging way to communicate job roles and company culture. Unlike text-based content, videos can convey tone, enthusiasm, and authenticity, making them a

powerful tool for building a personal connection with candidates. Moreover, putting a face to a job opportunity instantly differentiates it from the sea of written job descriptions candidates see daily. This personalized touch not only captures candidates' attention but also encourages them to envision themselves working for that particular hiring manager, creating a more meaningful connection.

2. Improved Efficiency in Candidate Screening

One of the key benefits of video-enhanced sourcing is its ability to capture candidates' attention and motivate them to explore the role more deeply. Rather than simply presenting job details, the video prompts candidates to think about what it would be like to work for that specific hiring manager. This added layer of personalization encourages candidates to investigate the role further and make a more informed decision about their fit for the position. While it does not

eliminate all unqualified applicants, the video's ability to engage candidates more effectively leads to a more robust self-selection process that helps recruiters focus on engaging with genuinely interested and qualified candidates.

3. Higher Quality of Applicants

By effectively targeting candidates and engaging them with relevant and compelling content, video-enhanced sourcing attracts a more concentrated applicant pool. The candidates who respond to video messages tend to be better aligned with job requirements and have a clearer understanding of what the role entails. This reduces the number of unqualified or uninterested applicants in the pool, helping recruiters concentrate on candidates who are more likely to succeed in the role.

4. Increased Efficiency and Effectiveness

The integration of video into outbound sourcing messages delivers proven results. The data shows that video outreach reduced candidate contacts by 26.1% while maintaining the same number of interviews, saving significant time and resources. This efficiency cuts unnecessary tasks, allowing recruiters to focus on qualified candidates and strategic efforts. With fewer candidates to screen and higher engagement, video delivers clear financial benefits- lowering ad spend and manual screening costs. Ignoring the impact of video is not just a missed opportunity- it's an avoidable expense.

Conclusion

Video-enhanced job descriptions offer significant advantages over traditional text-based outreach, improving candidate quality, engagement, and recruiter efficiency. The integration of video into the recruitment process helps candidates make more informed decisions upfront, allowing recruiters to focus their efforts on those who are better suited for the role. This approach not only saves time but also reduces recruitment costs while maintaining or improving the quality of hires.

Value Reinforcement

- 1. Innovative Edge:** By integrating video into your recruitment strategy, your organization positions itself as a forward-thinking leader in talent acquisition. Embracing this innovative approach not only sets you apart from competitors but also signals to potential candidates that your organization is modern, dynamic, and invested in utilizing the latest technologies to enhance the recruitment experience.
- 2. Strategic Efficiency:** Video integration allows recruiters to focus on high-value activities, such as engaging with the most qualified candidates and building stronger relationships. By streamlining the recruitment process and reducing the time spent on non-viable candidates, your organization can optimize its resources and maximize recruitment efficiency.
- 3. Enhanced Candidate Experience:** Implementing video in outbound sourcing greatly improves the candidate experience by providing a more engaging and transparent recruitment process. Candidates are more likely to have a positive impression of your organization when they feel informed and valued from the very beginning, enhancing your employer brand and increasing the likelihood of attracting top talent.
- 4. Measurable Impact:** Video integration offers clear metrics to demonstrate tangible benefits, such as higher engagement rates, better-qualified applicants, and reduced time-to-hire. These measurable outcomes provide concrete evidence of the effectiveness of video in recruitment, making a compelling case for its continued use as a key component of your talent acquisition strategy.

Outdated methods should no longer hold back talent acquisition efforts. Embracing short-form outbound video solutions offers a path to enhanced engagement, improved efficiency, and higher-quality candidates, paving the way for more effective recruitment strategies.

About the Sponsor

SparcStart is the recruitment marketing platform that leverages the power of video to increase recruiting efficiency. Central to the platform is **Sparc**, the tool that automates the creation, approval and embedding of hiring manager video clips into the job posting pages of your career site. **Sparc** makes it easy for hiring managers to humanize the job, making recruiting efforts more compelling and effective. **Sparc** makes it simple, secure and scalable. For more information, please reach out to info@SparcStart.com.

SparcStart 