

Bridging the gap between clients and candidates

TEAMWORK INNOVATION COMMITMENT LEARNING SYNERGIES RESPONSIBILITY
PASSION COMMUNICATE INSPIRING EXCELLENCE EMPowerMENT
FOCUS INTEGRITY Personalize Ingrain DEDICATION QUALITY HONESTY
CONSISTENT Cohesion Congruence
INTELLIGENT Symbiotic Direction Stimulate
ORIENTED HONESTY
Alliance RESPONSIBILITY EXCELLENCE
VISION Evolve
TEAM QUALITY
GUIDE ZEAL
Explore Empathy

ZEAL Affirm
Collaboration
Dynamic
MODEST
SIMPLICITY
LOYAL
Humility

RESPECT

TALENT
DISCOVER*i*
unleash your opportunities

ABOUT US

Ever wondered if there was a one stop shop for recruitment, training & development, all with an exclusive expertise in a niche area? Welcome to Talent Discoveri – unleash your opportunity! One of India's leading executive search firms that specialize in the BFSI sector. Established in 2008 and operating in Mumbai, our venture has brought both clients and candidates together for a successful partnership. Our organization's USP is our ability to provide clients with services of undivided attention and immaculate quality. There is equal emphasis placed, on both client and candidate satisfaction – ensuring that each finds a perfect fit in the other.

This organization in its infancy was set up by Industry Professionals, who used their wealth of extensive corporate experience, to add more value to the clients associated with the firm. Our dynamic team provides well rounded services that entail - attraction, connection and retention of the candidates. At Talent Discoveri we combine an intuitive understanding of the client's needs, use our knowledge of the current market trends and the existing talent pool to forge a perfectly symbiotic union.

OUR MISSION

Our mission empowers us to charge ahead into a successful venture. We constantly strive:

- To assist our clients in building an executive team who, relentlessly raise the bars of precision and excellence.
- To foster an environment of confidence and optimism, providing an unshakable foundation for our candidates.
- To create distinguished value for our clients, shareholders, the people and communities we serve.

OUR VISION

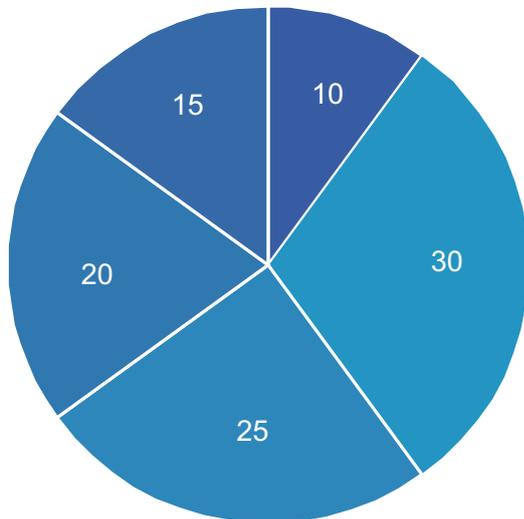
Our vision serves as a roadmap, to navigate to an ultimately successful venture. Our mantra for success has a 3 pronged approach:

- People: Providing an engaging work environment where people are constantly inspired to reach their maximum potential.
- Partners: Nurture a winning network of customers and clients and create a long term foundation of quality and value.
- Productivity: Producing superior quality work in a timely manner with effective use of all resources.



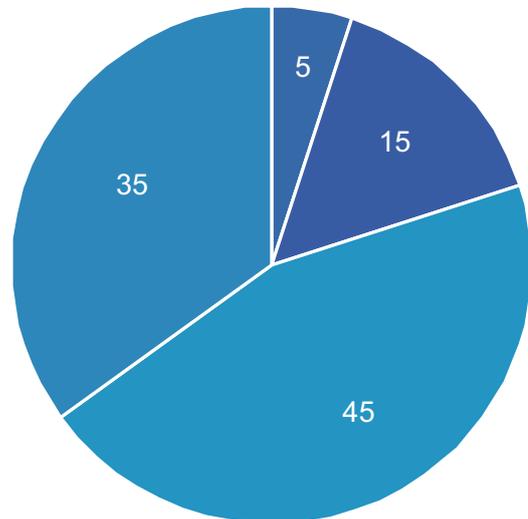
WHY TALENT DISCOVERI?

AREA OF EXPERTISE-CANDIDATE PLACEMENT



- Actuarial
- Underwriting
- Sales
- Reinsurance
- Claims

PLACEMENT LEVEL DEMOGRAPHY



- Entry Level
- Junior Management
- CXO Level
- Middle Management

THE DISCOVERERS

The team at Talent Discoveri puts "We" before "Me". The Discoverers come from diverse backgrounds, having varied and unique skill sets who collaborate to produce innovative solutions.

SPECIALIZATION

Having a niche in the BFSI Sector, allows Talent Discoveri to focus all resources and energy towards creating a perfect partnership portfolio, using an in depth understanding of client's needs and market conditions.

APPROACH

Talent Discoveri does a careful and intense evaluation of the client's needs. Next, we eliminate options that do not match required standards, allowing the client to devote time to strategize for their company's development.

The number of clients seeking association with the firm, grows in numbers each day and is a true testament to the stellar reputation.



EVENTS

All work and no play makes Jack a dull boy - In this case, the Insurers have their white collars in a tight knot and Talent Discoveri figured just the right way to unwind them.

The Talent Discoveri Cricket Cup is one such annual initiative that brings various members of the Insurance Industry together, for a friendly competition in a cricket tournament. The cricket tournament and other social gatherings with members of the Insurance fraternity is a way to bring people together, and take a moment to appreciate our contributions towards the Industry we love.



**UNLEASH YOUR
OPPORTUNITY**

VALUES

Innovation

At Talent Discoveri, we explore new breakthrough ideas everyday, which enables us to provide a unique solution of distinguished quality. We challenge convention and reinvent the way we do business in harmony with the needs of the market.

Commitment

We demonstrate our commitment towards clients, candidates and the community by delivering viable and effective solutions in a timely manner. We create Value.

Passion

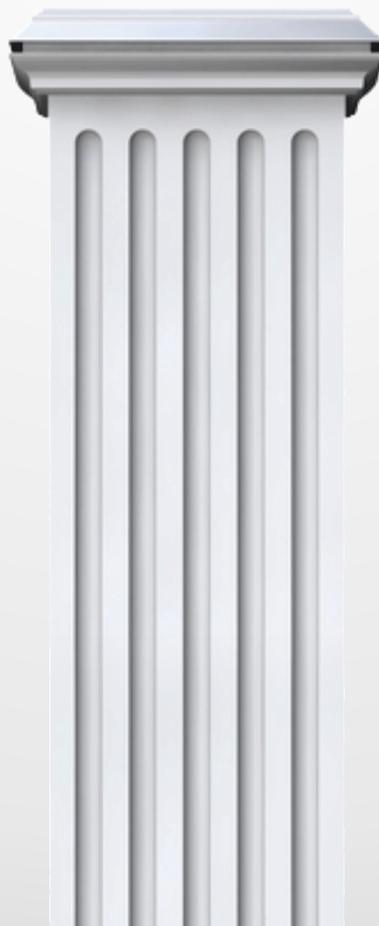
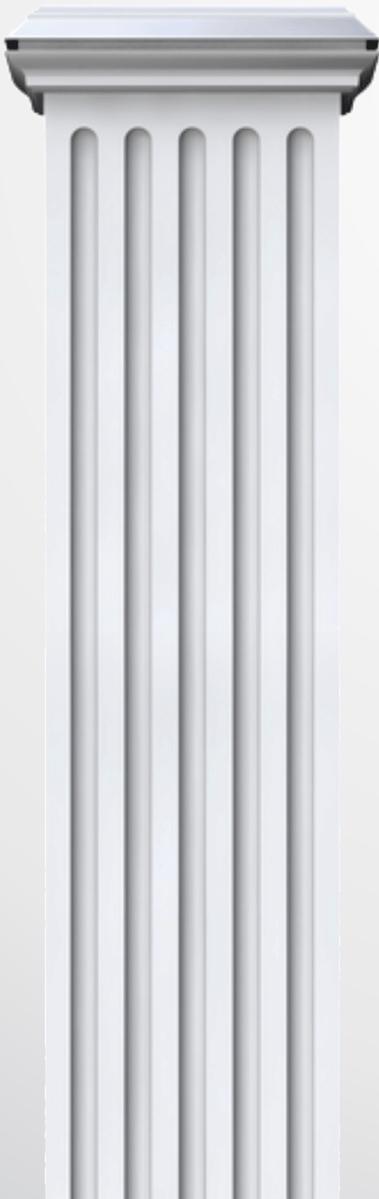
Passion is at the very core of our practice each day at Talent Discoveri. It fuels our drive to produce effective and innovative solutions while maintaining resolve to never compromise on the final outcome through any adversary.

Integrity

Integrity is an unspoken constituent of all practices at Talent Discoveri. It is the underlying principle on which all operations, communications and associations are made.

Teamwork

We acknowledge that we operate with greater efficiency and acquire more strength as a team. Having a strong team creates an opportunity for a healthy competitive environment, allows for a greater collaboration of innovative ideas, and provides a diverse skill force to produce the perfect solution.



SEMINARS AND EVENTS

Talent Discoveri hosts annual seminars, bringing members of the Insurance sector together, to discuss critical developments within the Industry. These seminars have proven to be an effective medium to connect veterans with young talent who can be groomed to add quality in this Sunrise Industry.

In the past, seminars hosted by Talent Discoveri were graced with the presence of several members of the senior management from Mahindra Insurance Brokers, AON Global, TATA AIG, HDFC Ergo, Raheja QBE, L&T amongst several other prestigious Insurance companies. Senior members with extensive experience addressed vital topics like Sales Driven Focus, Mergers & Acquisitions and other invigorating subjects.

Another special initiative bridged the two pillars of Talent Discoveri – Insurance and HR, highlighting the importance of attracting an inspired talent pool to help develop the industry. The importance of Human Resource Management is often not appreciated and therefore, this seminar proved to be a unique initiative to highlight its relevance.

Inspired students engaged in dialogue, debate and discussion, amassing a wealth of knowledge from renowned members of the Insurance Industry with unparalleled experience.

This annual initiative will hopefully continue to add more value in quality and in quantity, to the ever growing Insurance Industry.





EXECUTIVE SEARCH

The firm assigns a specialized recruiter, exclusively for the client. The recruiter devotes time to understand the client's requirements, climate of the company and culture of its employees before shortlisting candidates for the position. While the norm of the industry usually involves a complete understanding of the client's requirement, we go a step further and conduct a detailed evaluation of the candidate's profile as well.

This not only ensures their credibility and qualification, but also enables us to identify whether their personality and attributes will be cohesive with the culture of the company, thereby creating a perfect fit.

The recruiter also meticulously follows up with the candidates, assisting them through every step of the way in completing all formalities. Their attention to the finer details and precision in work style makes Talent Discoveri one of the youngest, yet fierce competitors in the recruitment sector.

iTALENT – TRAINING & DEVELOPMENT

The iTalent – Education, Training & Development program is the brainchild of Talent Discoveri. This program provides all round training to candidates by honing their skill set, educating them about developments in the insurance industry and laying a foundation of knowledge and skill for a long term career prospect in any company.

The iTalent operates on a G.R.O.W model where Goal, Reality, Option and Will are channeled to provide structure and focus to address a candidate's unique requirements. The iTalent module focuses on practical learning that would give the candidate firsthand experience of tasks as opposed to being restricted to theoretical knowledge.

The training program is centered on Client Relationship Management, Product Training, Regulatory Exam Workshops and Soft Skills Training. The practical navigation through these modules will guarantee a successfully trained and well rounded candidate.



CV CRITIQUE

An exceptional CV is an important tool to create a strong first impression on potential employers or recruiters. With hundreds of CVs to plough through, a prospective employer or recruiter may spend as little as 30 seconds looking at each CV. Our CV Critique service will identify aspects of your application that stand out and work with you to reframe

KEY HIGHLIGHTS OF THE SERVICE:

- It will include exhaustive review of the resume, including its content & styling, to highlight the key credentials effectively.
- Consulting experts in the industry to review essentials to be included in the CV.

Recommendations to fine tune to the final layout of the CV to ensure its immediate appeal in a stack of standard Cvs.



INTERVIEW PREPARATION

Once a candidate receives a call for an interview, they have moved a few steps closer to securing the job. However the crucial interview process could make or break a candidate's appeal on paper.

Preparing for the interview is a very crucial process that involves scrupulous planning, research and confidence. Talent Discoveri's Interview Preparation program is conducted by professionals with years of credible experience in recruitment.

They ensure the candidate pays attention to aspects that would allow them to elevate the impression made on the employers and recruiters.



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