



Digital Talent Attraction con LinkedIn



A vibrant banner image featuring a diverse group of LinkedIn employees. They are dressed in blue and white branded clothing and are holding various items like bicycles, surfboards, and "LinkedIn" signs, suggesting a fun and active company culture. The text "LinkedIn" is visible in the top left of the banner.



A circular profile picture of Stefania Romeo, a woman with dark hair, smiling.

Stefania Romeo
Enterprise Account Executive presso LinkedIn
LinkedIn • Università di Catania
Milano, Lombardy, Italy • 500+ 

OUR VISION

Create economic opportunity for every
member of the global workforce



THE ECONOMIC GRAPH



MEMBERS

530M



COMPANIES

19M



JOBS

11M



SKILLS

50k



SCHOOLS

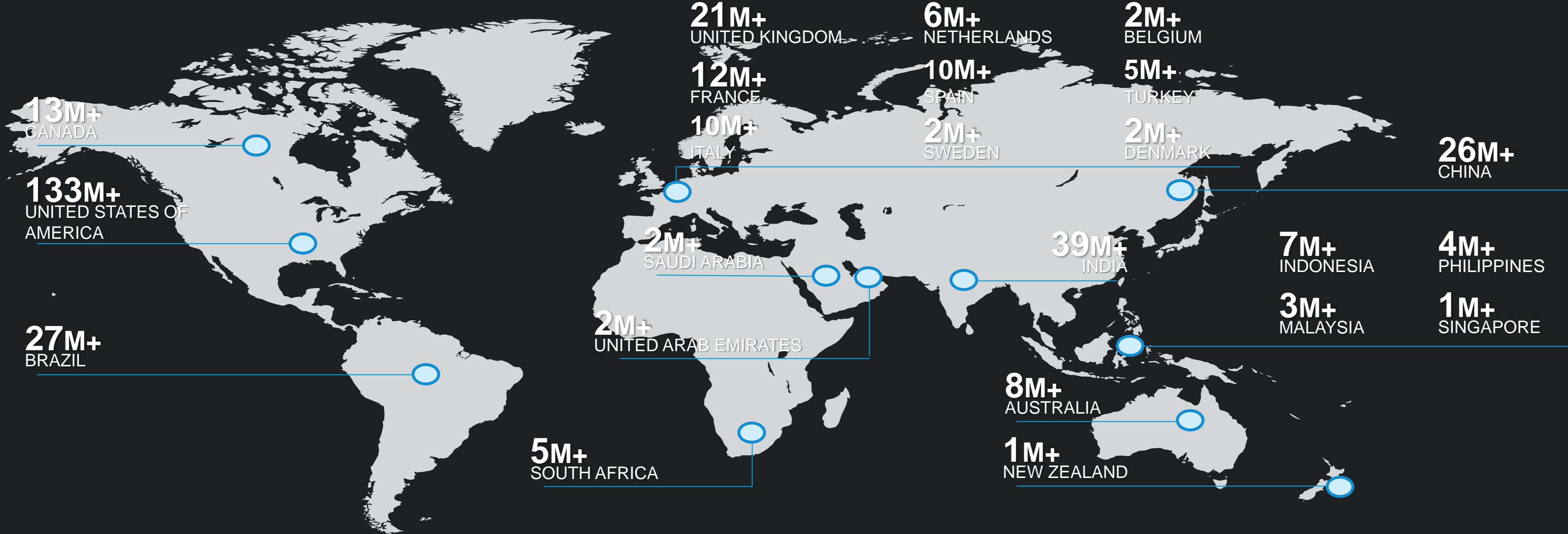
29k



KNOWLEDGE

190B

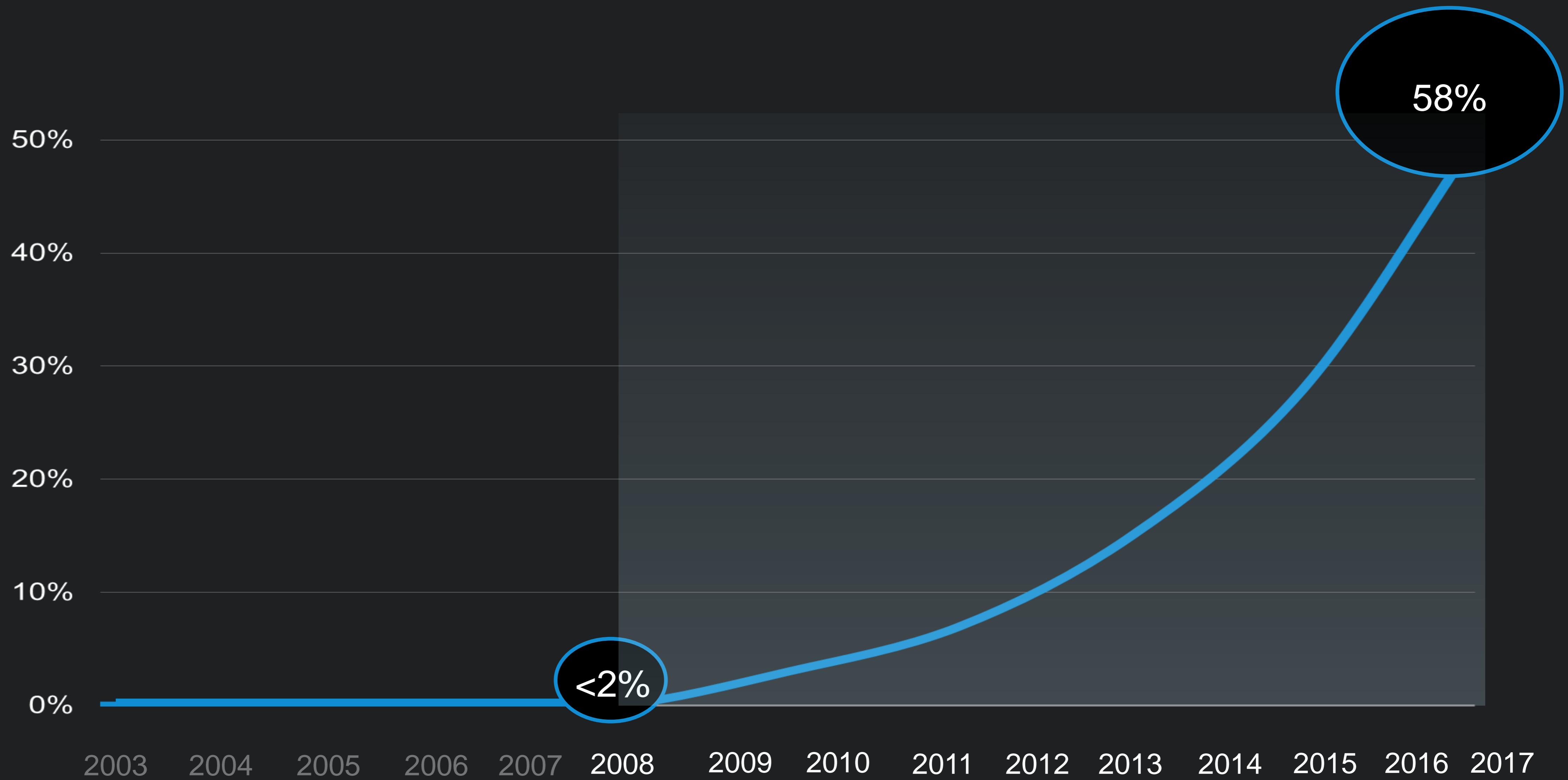
Membri nel mondo



530M+

+2 Nuovi utenti al secondo

Accessi da mobile



mobile traffic is calculated as a % of LinkedIn member-only unique visitors; calculated using Q4 average for each year



THE ECONOMIC GRAPH

MILAN



847k
MEMBERS



37k
COMPANIES



5k
JOBS



17k
SKILLS



47
SCHOOLS



7.9M
KNOWLEDGE

OUR MISSION

Connect the world's professionals to
make them more productive and
successful

OUR VALUE PROPOSITION



Connect to Opportunity

FOR OUR MEMBERS

ADVANCE MY CAREER

FOR OUR CUSTOMERS

WORK SMARTER

Connect to Opportunity

FOR OUR MEMBERS

ADVANCE MY CAREER

Get the right job

Build meaningful
relationships

Stay well-informed

Establish and manage my reputation

Connect to Opportunity

FOR OUR CUSTOMERS

WORK SMARTER

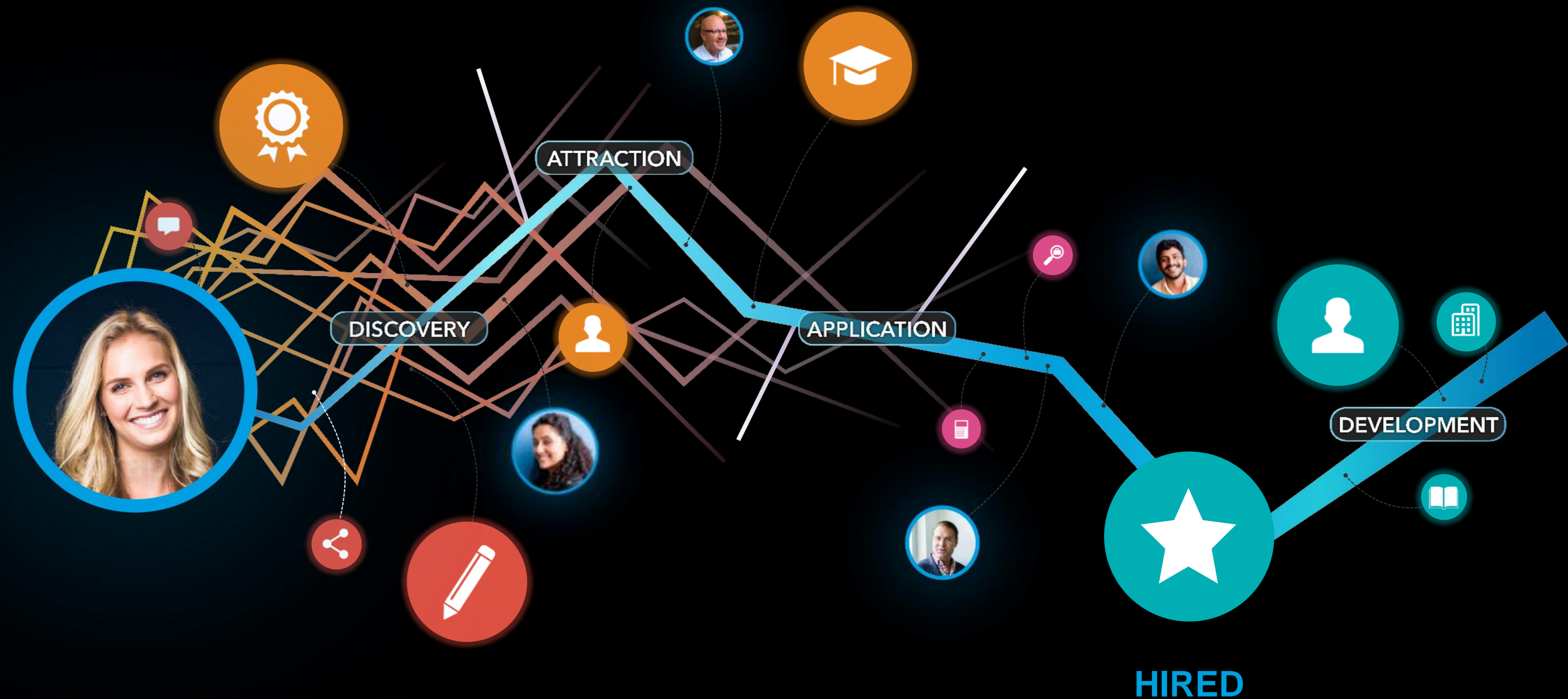
Hire

Market

Sell

Learn

Il **Candidate Journey** – con LinkedIn puoi guidare il candidato in ciascuna di queste fasi





DISCOVERY

- ✓ Content ideas
- ✓ Job description for open jobs
- ✓ Social media updates on open opportunities
- ✓ Employee testimonials from members who work in the department where the open job is assigned

STAGE 1

- ✓ Word of mouth
- ✓ Job boards
- ✓ Social professional networks

Find Your Way In

LinkedIn
Internet • Sunnyvale, CA • 2,295,265 followers

View in Sales Navigator See jobs

98 connections work here.
See all 14,504 employees on LinkedIn →

Overview Jobs Life

Stefania Romeo
Enterprise Account Executive presso Li...
399 jobs posted recently

Discover LinkedIn: LinkedIn Sales Careers

in

Meet our LinkedIn EMEA Leaders

Our leaders inspire us to dream big, get stuff done and have fun.



John Herlihy
VP & MD, EMEA



Sarah Harmon
Head of Spain & Portugal,
LinkedIn Talent Solutions



Joshua Graff
UK Country Manager & Vice
President, Marketing Solutions
EMEA



Janine Chamberlin
Director, Client Solutions EMEA



LinkedIn EMEA

LinkedIn is the place you come to transform. While LinkedIn EMEA spans 10 countries, we are united by our mission and a common sense of purpose. LinkedIn proudly invests in the transformation of our employees, just as our employees transform the world through the realization of the economic graph. We also believe in living out our cultural tenants across the region - from "Humour" in our hidden conference rooms in Paris to "Collaboration" in the open workspace of our new office in Munich.

[Learn more about LinkedIn](#)
[LinkedIn career opportunities](#)

Our culture is our competitive advantage

Our culture of trust, humor and dreaming big, allows us to deliver results while still knowing how to have fun. The collective personality of our company is created by our workers and managers who define who we are and who we aspire to be. In our monthly InDays, we encourage our employees to explore new ideas, volunteer for special causes and invest in whatever inspires them. From Bangalore to Omaha, in our 30 offices around the globe, no matter which office you're in, it feels like LinkedIn.

[InDay - Investing in our employees](#)
[Living the #LinkedInLife](#)



Building a diverse & inclusive LinkedIn

Diversity is everything that makes us unique. Our teams should reflect the members and the customers that we serve. Inclusion at LinkedIn means when people become part of our team, that we do everything in our power to ensure they are included and have a seat at the table. And we, as a company, want nothing more than to ensure that every individual, every member of our team, feels like they belong here and that each of us appreciates and values all our colleagues' uniqueness and creativity.

[Diversity, Inclusion & Belonging at LinkedIn](#)
[LinkedIn 2016 Workforce Diversity Report](#)



Company photos


[Previous](#) [Next](#)



Employee perspectives



Lessons We Learned While Making Gender Equality Happen
April 4, 2017
The issue with gender equality is that so many of the challenges are incredibly difficult to identify. [see more](#)

 **Joshua Graff**
UK Country Manager & Vice President, Marketing Solutions EMEA



Stop hiding behind your suit at work
May 25, 2017
I wasted time in the first half of my career faking it; hiding behind a suit and not having enough confidence in my talent to bring my personal pe... [see more](#)

 **Andrew M.**
Head of Field & Product Marketing, Marketing Solutions (EMEA)



Why I knew working abroad would be the best start to my career
December 5, 2016
I had always assumed that my first job after finishing my International Business Management degree would be at home, in The Netherlands -... [see more](#)

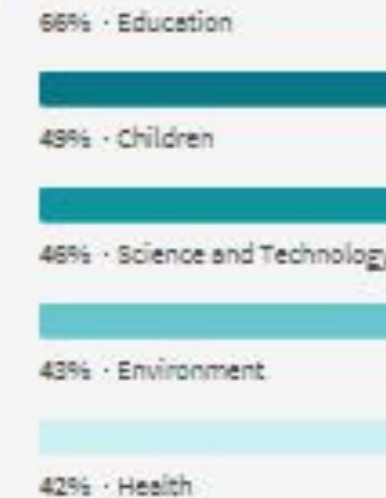
 **Charlene Rijpeard**
Senior Regional Account Manager - Global Accounts EMEA

Cultural insights

Languages we speak



Causes our employees care about



Organizations our employees support



Looking to join our team?

[See our latest jobs](#)



STAGE 2

Once a candidate becomes aware of your company or your job opportunities, their peaked interest prompts them to dig deeper into your company

- ✓ Feature company news/notable achievements
- ✓ Showcase testimonials about the work culture
- ✓ List unique employee benefits at the company

LinkedIn
4w

Finding a job takes persistence, and help from your connections. Rahul sent 25 InMails a day, made new connections, and found his way in.
<https://lnkd.in/gqisRtF> #TheWayIn

Persistence and connections can help you get the j...
MORE VIDEOS

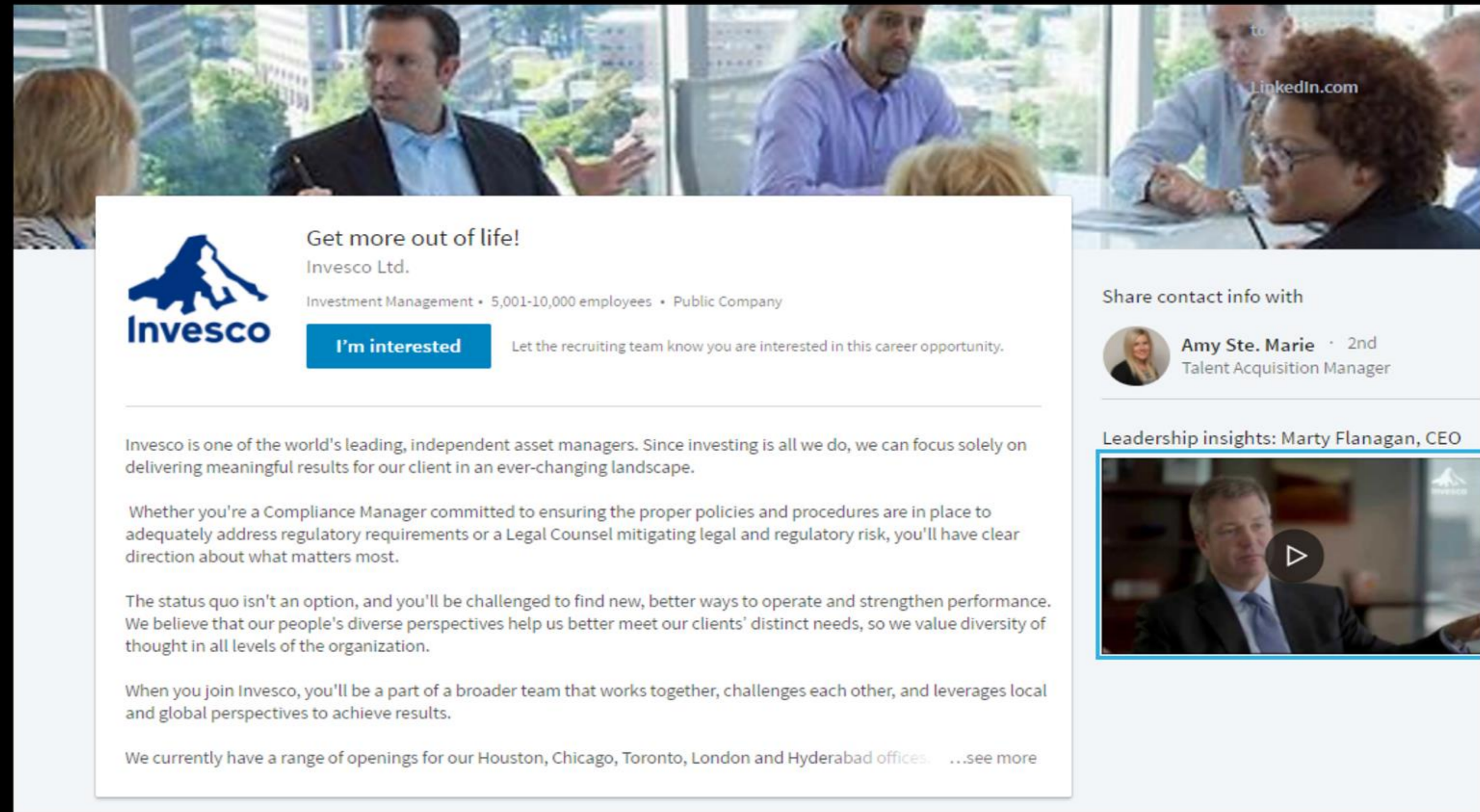
0:03 / 0:32
Persistence and connections can help you get the job.
youtube.com

1,467 Likes · 59 Comments

Like Comment Share

Example: Invesco

Invesco uses Pipeline Builder to target hard-to-fill roles in compliance and legal counsel and build general awareness across multiple regions to support long-term hiring needs. Their landing pages feature a video of their CEO speaking about the company's strong outlook and the importance of their unique company culture.



The screenshot shows a LinkedIn job posting for Invesco Ltd. The header includes the Invesco logo, the company name, and a blue "I'm interested" button. Below the header, there is a video player featuring the CEO, Marty Flanagan, speaking. The main text of the posting describes the company's focus on delivering meaningful results and the challenges of the industry. It also mentions current openings in various global offices.

Get more out of life!
Invesco Ltd.
Investment Management • 5,001-10,000 employees • Public Company

I'm interested Let the recruiting team know you are interested in this career opportunity.

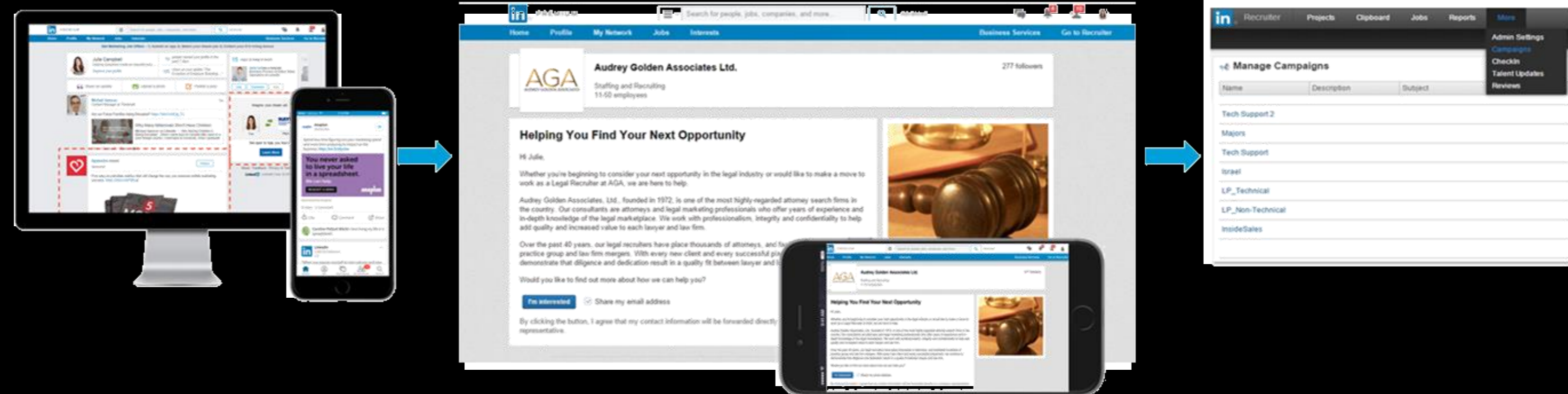
Invesco is one of the world's leading, independent asset managers. Since investing is all we do, we can focus solely on delivering meaningful results for our client in an ever-changing landscape.

Whether you're a Compliance Manager committed to ensuring the proper policies and procedures are in place to adequately address regulatory requirements or a Legal Counsel mitigating legal and regulatory risk, you'll have clear direction about what matters most.

The status quo isn't an option, and you'll be challenged to find new, better ways to operate and strengthen performance. We believe that our people's diverse perspectives help us better meet our clients' distinct needs, so we value diversity of thought in all levels of the organization.

When you join Invesco, you'll be a part of a broader team that works together, challenges each other, and leverages local and global perspectives to achieve results.

We currently have a range of openings for our Houston, Chicago, Toronto, London and Hyderabad offices. ...see more



The screenshot illustrates the recruitment pipeline, showing a mobile device displaying a LinkedIn job posting, a desktop monitor displaying the same posting, and a tablet displaying a recruitment dashboard. The dashboard includes a table for managing campaigns and a sidebar with navigation options.

Helping You Find Your Next Opportunity

Whether you're beginning to consider your next opportunity in the legal industry or would like to make a move to work as a Legal Recruiter at AGA, we are here to help.

Audrey Golden Associates, Ltd. founded in 1972, is one of the most highly-regarded attorney search firms in the country. Our consultants are attorneys and legal marketing professionals who offer years of experience and in-depth knowledge of the legal marketplace. We work with professionalism, integrity and confidentiality to help add quality and increased value to each lawyer and law firm.

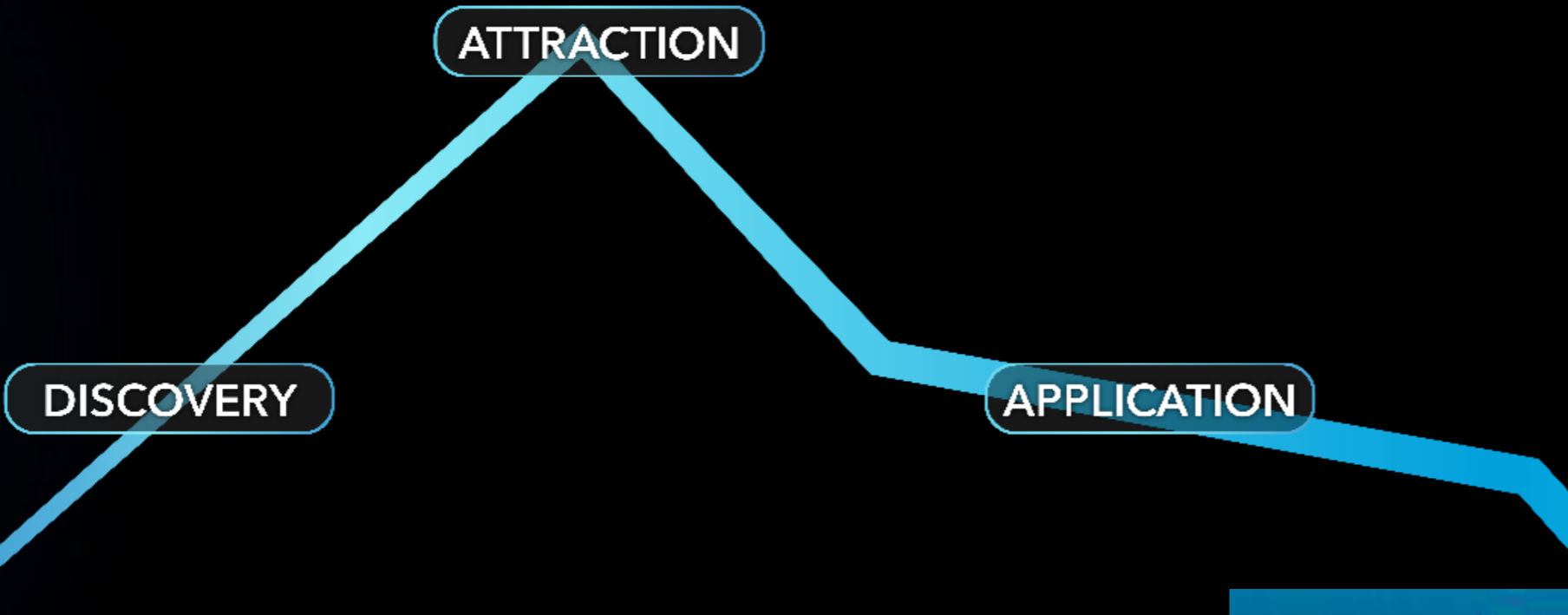
Over the past 40 years, our legal recruiters have placed thousands of attorneys, and for every practice group and law firm merger. With every new client and every successful placement, we demonstrate that diligence and dedication result in a quality fit between lawyer and law firm.

Would you like to find out more about how we can help you?

I'm interested Share my email address

By clicking the button, I agree that my contact information will be forwarded directly to the representative.

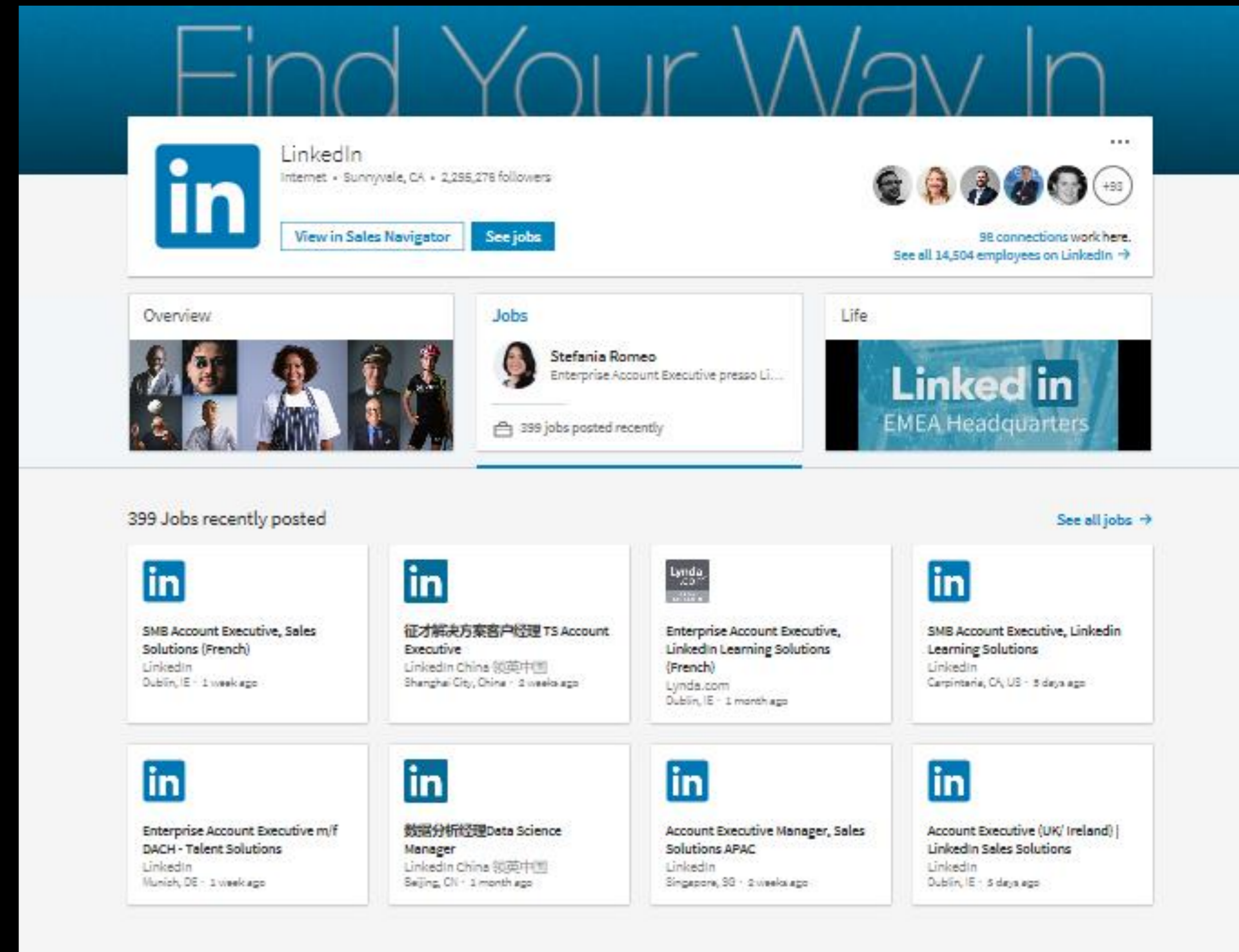
Name	Description	Subject
Tech Support 2		
Major		
Tech Support		
Israel		
LP_Technical		
LP_Non-Technical		
InsideSales		



STAGE 3

Match the Right Talent with the Right Opportunity

- ✓ developing a lightweight application portal and process
- ✓ engaging with your candidates with email or phone conversations and
- ✓ writing stellar job descriptions that inspire the right talent to apply.



Find Your Way In



SMB Account Executive, Sales Solutions (French)

LinkedIn · Dublin, IE

Posted 1 week ago · 103 views



98 connections work here

Save

Apply on company website

Job description

LinkedIn was built to help professionals achieve more in their careers, and every day millions of people use our products to make connections, discover opportunities and gain insights. Our global reach means we get to make a direct impact on the world's workforce in ways no other company can. We're much more than a digital resume - we transform lives through innovative products and technology.

Searching for your dream job? At LinkedIn, we strive to help our employees find passion and purpose. Join us in changing the way the world works.

LinkedIn's Sales Solutions team is dedicated to changing the world of sales through the use of Sales Navigator, our flagship product that connects and builds mutually beneficial relationships between buyers and sellers. As an Account Executive, you will use your strategic social selling skills to educate prospective customers on the benefits and value of Sales Navigator. You will serve as a trusted adviser, share insights and continually seek opportunities for growth to make your customers as strong and successful as possible.

Responsibilities

- Inspire yourself, our company and your customers to embrace a new method of connecting value to customers
- Leverage your skills and your customers' experience to continually evolve our product and the sales process
- Develop and execute strategic plans for your territory and create reliable forecasts
- Consistently over achieve the business and revenue objectives set forth in your plan

Seniority Level
Not Applicable

Industry
Information Technology and Services,
Internet

Employment Type
Full-time

Job Functions
Sales, Business Development

People also viewed



Business Analyst, Customer Success - LinkedIn Sales Solutions
LinkedIn
Dublin, IE



98 connections work here

6 days ago



News Editor
LinkedIn
Paris, FR



98 connections work here

6 days ago



Senior Administrative Assistant, Talent Solutions
LinkedIn
New York City, NY, US



98 connections work here

2 weeks ago



Account Executive Manager (Benelux) | LinkedIn Sales Solutions
LinkedIn
Dublin, IE



Be one of the first 10 applicants

1 week ago



Sales Strategy & Operations Associate - LinkedIn Sales Solutions
LinkedIn

98 connections work here



Tomaso Giusti

Helping companies to leverage the power of LinkedIn Solutions
Milano, Lombardy, Italy

Message



Bruno Bellonzi

Enterprise Relationship Manager at LinkedIn
Milan Area, Italy

Message



Fabio Rezzoagli

Senior Enterprise Account Executive @LinkedIn - Transforming the way companies Hire, Market & Sell
Milan Area, Italy

Message

See all

Meet the team

< Previous Next >



Pierre Paliniewicz • 2nd

Helping companies transform the way th...

Background



Grenoble Ecole de Management - Grenoble Graduate School of Business



LinkedIn



Fernando Alves • 2nd

Account Executive at LinkedIn | Helping s...

Background

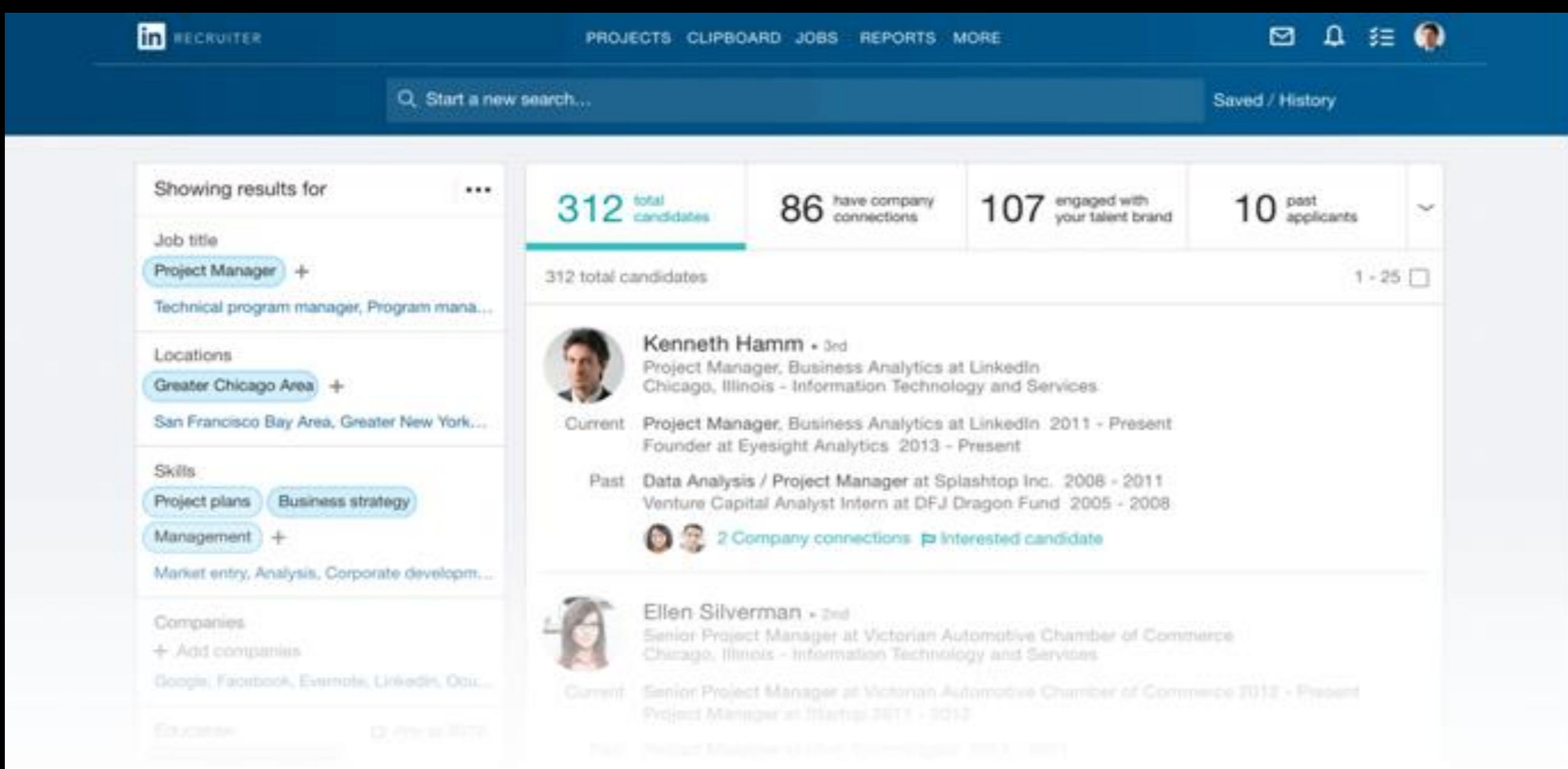


Ensicoop



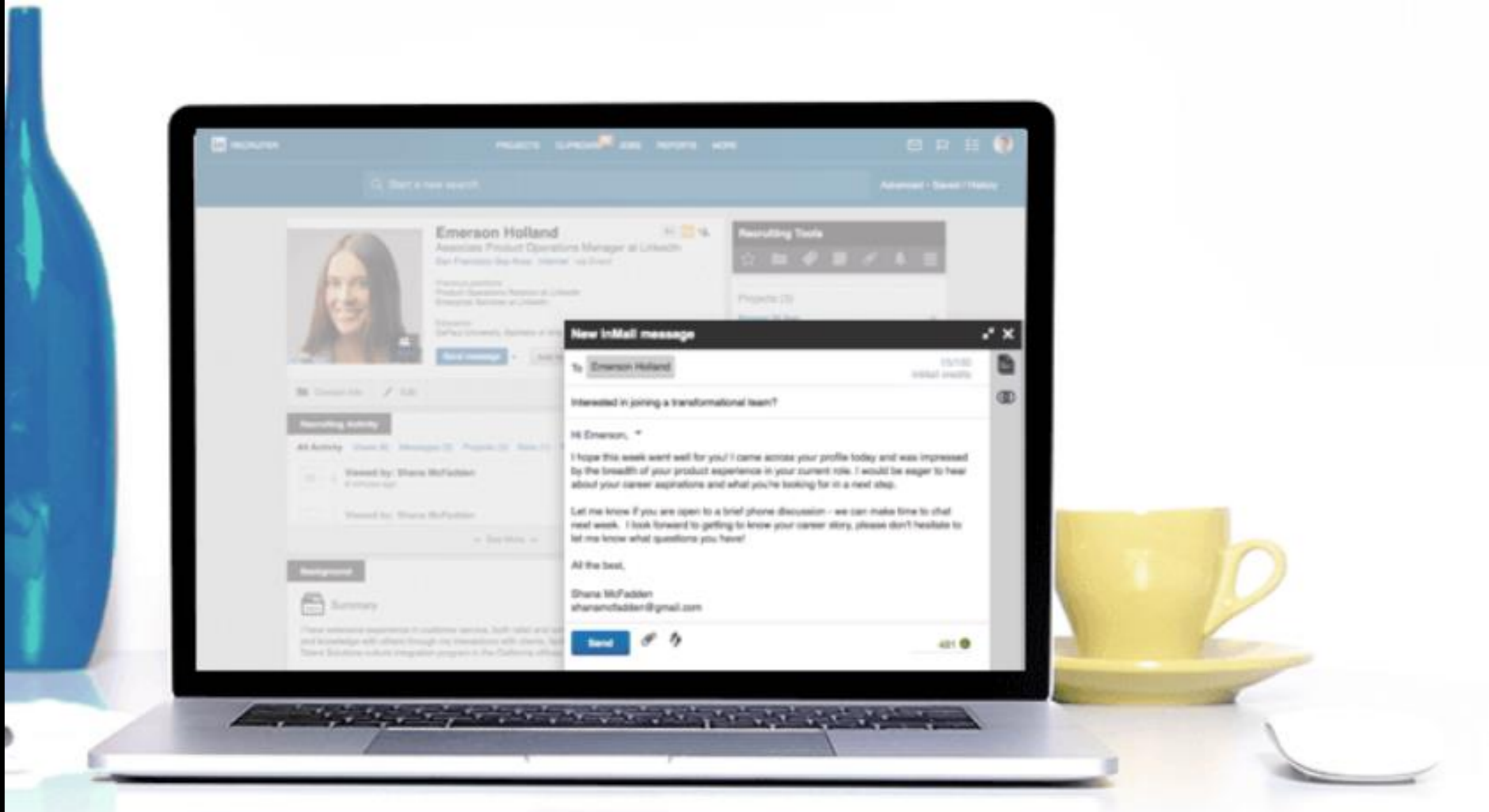
Veritas Technologies Corporation

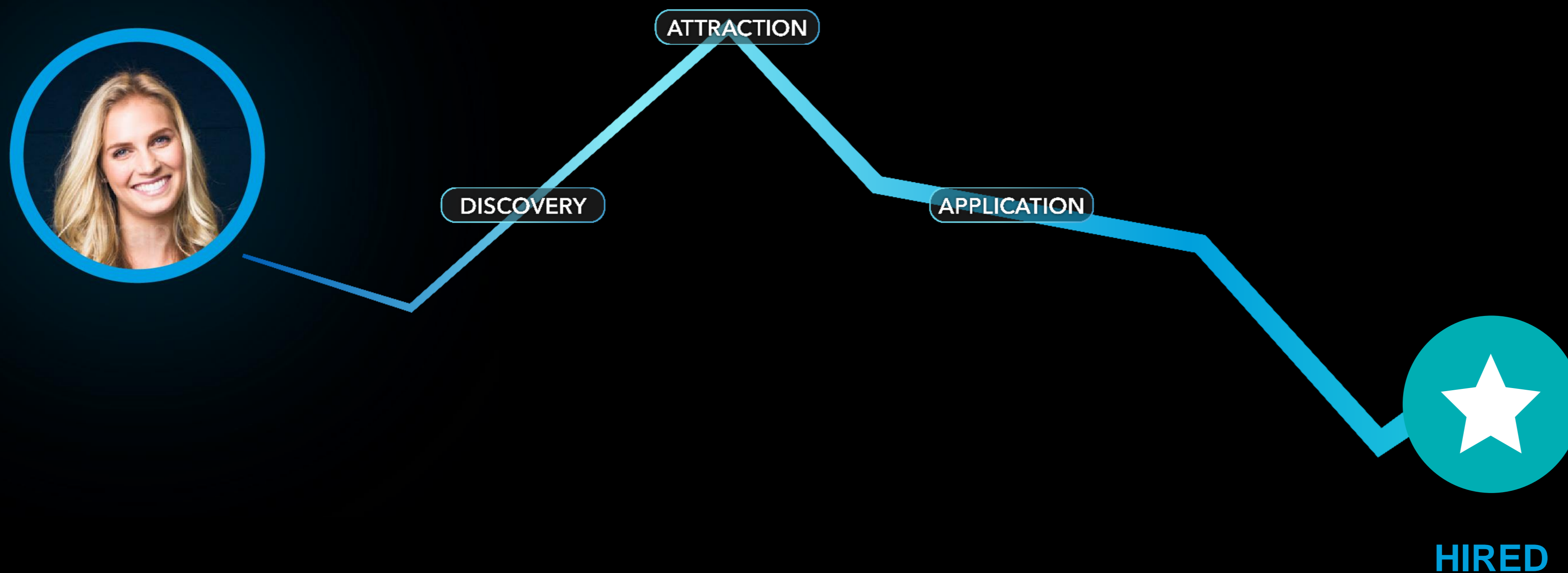
See all



"Using LinkedIn, I have sourced around 90 top profile candidates in less than 5 months, and recruited five. It lets us really select and focus on quality candidates. It has given us stronger employer credibility and accelerated our recruitment."

Oskar Isenberg Lima
HR Learning Manager, L'Oreal, Luxe





Engage, Motivate and Retain New Hires

Content ideas

- ✓ Drop them an email to check in after one month on the job, or send them a handwritten note congratulating them on a recent job accomplishment
- ✓ When you have employees who go above and beyond to help you recruit, recognize and celebrate their efforts
- ✓ Proactively ask your team/company if they have any referrals or recommendations for candidates.

Dicono di noi...

Settori produttivi sempre più diversi. Luxottica e Pioneer global asset management, gruppo Unicredit due delle aziende che collaborano e che usufruiscono dei servizi proposti da LinkedIn Italia. Sono 200 i professionisti che assume Pioneer ogni anno e il 50% vengono inseriti tramite LinkedIn. “In due anni e mezzo abbiamo risparmiato circa 2milioni e mezzo con questo sistema di reclutamento” spiega Mario Bastoni, global head of human resources che spiega che la sua realtà è stata usata come cavia dal gruppo. “L’ambito su cui abbiamo lavorato molto è stato quello del Talent Acquisition, permettendoci da un lato di poter avere una maggiore conoscenza del mercato e dei talenti, gestendo direttamente i processi in azienda, e dall’altro lato di poter ottenere un risparmio significativo, evitando di esternalizzare parte dei servizi. La collaborazione con LinkedIn, inoltre, ci ha permesso di migliorare la comunicazione online, con azioni volte a dare maggiore visibilità al nostro brand in modo coerente sia all’interno dell’azienda che all’esterno”. Mentre Davide Gugliotta, Talent Acquisition, Luxottica Group spiega “tra i progetti che ci hanno portato ad annoverare la Company page di Luxottica Group tra le Best Company page del 2014 sicuramente quelli relativi al Talent Acquisition, con un obiettivo di

Linked in