



**Bullhorn**  
SourceBreaker

# Quarterly Newsletter

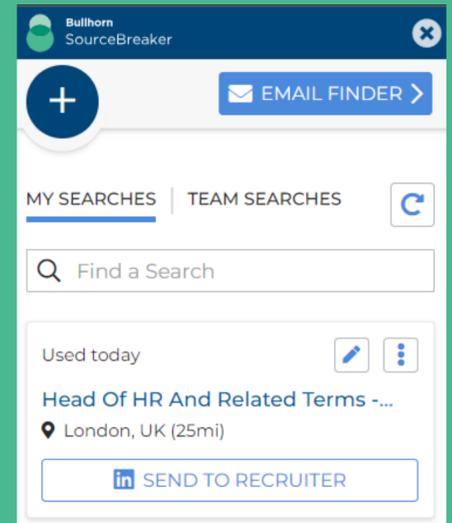
## Q3 2024

### GOOD TO KNOW

#### Returning to the ABC's

Our LinkedIn extension is a great way to identify additional candidates, and it gives you access to your SourceBreaker searches, Keyword Groups and SmartSearch all within your LinkedIn Recruiter or Recruiter Lite.

For more about how to [set-up the Extension on your device and Login](#), [click this link](#). Searching via our extension couldn't be easier by clicking "Send to Recruiter", will automatically push your search through to LinkedIn so you never have to manually build your searches again, saving you time to contact candidates!



**Job Title**  
Type Job Title e.g. Manager

AND

**Keywords**  
Type Keywords e.g. Retail

**Companies**  
Type Companies e.g. Asda

**Location**  
London, UK

### USEFUL TIPS

#### Here are some of our Top Tips

Did you know you can use SourceBreaker's LinkedIn Extension to [uncover Key Decision Makers](#) you want to contact? Start by typing in the Job Title of the key decision maker you are looking to uncover such as "Head of" AND "HR", add a location and "Send to Recruiter". You now have a list of results that match the key decision makers you are looking to target.

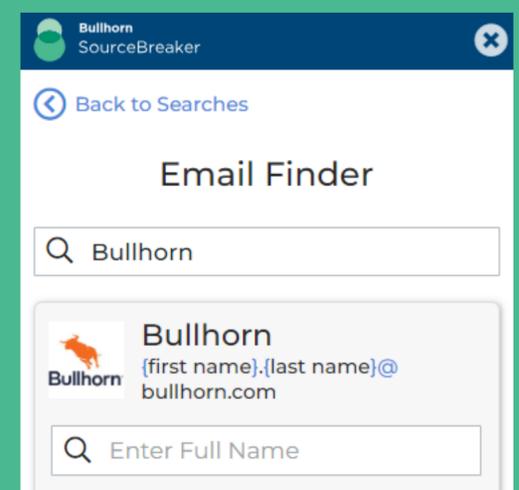
Going one step further you can also add in the name of a business within the Companies field and you will be able to view the results for your key decision maker within the organisation you are looking to target.

### MAXIMISING WORKFLOWS

#### Ensuring Your Workflow Works for You

Building on the tip above, you can now start creating an enhanced workflow using the Email Finder. By clicking "Email Finder" in the top right corner on the extension you are taken to a blank version of the Email Finder. This gives you the ability to type in the company you are looking to target and gain access to the companies email structure.

You can also enter the name of the key decision maker you just uncovered and SourceBreaker will generate their direct email address. Going one step further you can verify the email address, by just selecting the grey "Tick"!



### KEYWORD GROUP

#### Enabling You to be More Targeted with Your Searches

If you are frequently utilising the extension to find key decision makers as part of your BD workflows then this might be a top tip for you! You can [create a Keyword Group](#) for all of your key decision makers job titles so they are all in one place ready for you to run your search.

You can use broad job titles such as "Head of", "VP" and "Director" or if you know you always speak to certain job titles such as "Head of IT", "Head of Information Services", "IT Director" and "CTO" you can be more targeted.

If you have any questions about SourceBreaker please speak to your Account Manager, and for Technical Support please email [sourcebreakersupport@bullhorn.com](mailto:sourcebreakersupport@bullhorn.com).