



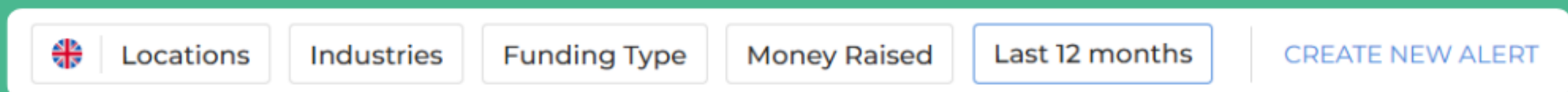
Bullhorn  
SourceBreaker

## Quarterly Newsletter Q4 2024

### GOOD TO KNOW

#### *Returning to the ABC's*

Funding Rounds is an excellent resource for identifying and tracking emerging businesses in your industry. Utilise filters to build a targeted list of companies that you want to see.



This is a proactive approach to business development. Many of these businesses may not be hiring yet, giving you the chance to establish relationships early. When they do start hiring, you'll be top of mind!

[Check out this quick video for a walkthrough](#), and [find more details on using the filters here](#).

### USEFUL TIPS

#### *Here are some of our Top Tips*

- Once you've applied your filters, you'll have a custom list of companies in your industry ready to engage.
- For quick wins, filter by [Funding Type Series A-D](#), as these companies are focused on growth.
- Create a Funding keyword group to track these businesses and uncover open positions in your field. Setting up a SourceBot for this search will help you stay ahead of the competition by notifying you when they start hiring!

### MAXIMISING WORKFLOWS

#### *Ensuring Your Workflow Works for You*

[INTEL HOME](#) | [FUNDING ROUNDS](#)

- The next step in your [Funding Rounds workflow](#) is to go to Intel Home, where you'll find essential tools for business development.
- The Email Finder helps you identify the email format for the businesses you want to contact, while In the News offers articles mentioning the company. These resources will enhance your outreach efforts and help position you as a market expert.

### KEYWORD GROUP

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

[Here's how to create your Funding keyword group](#): Type in the company name and click the Plus button to add it to your group. You can include more companies as needed. Don't forget to save your group so you can keep it updated!

Choose a memorable name for your group, like "Target Funding Companies," to make it easy to find later.

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).