



UN APUNTE SOBRE
EL MERCADO



ACERCA DE CÁTENON





UN APUNTE SOBRE
EL MERCADO

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The smart global search
ONE PLANET·ONE OFFICE

ACERCA DE CÁTENON

UN APUNTE SOBRE EL MERCADO

DISRUPCIÓN DIGITAL

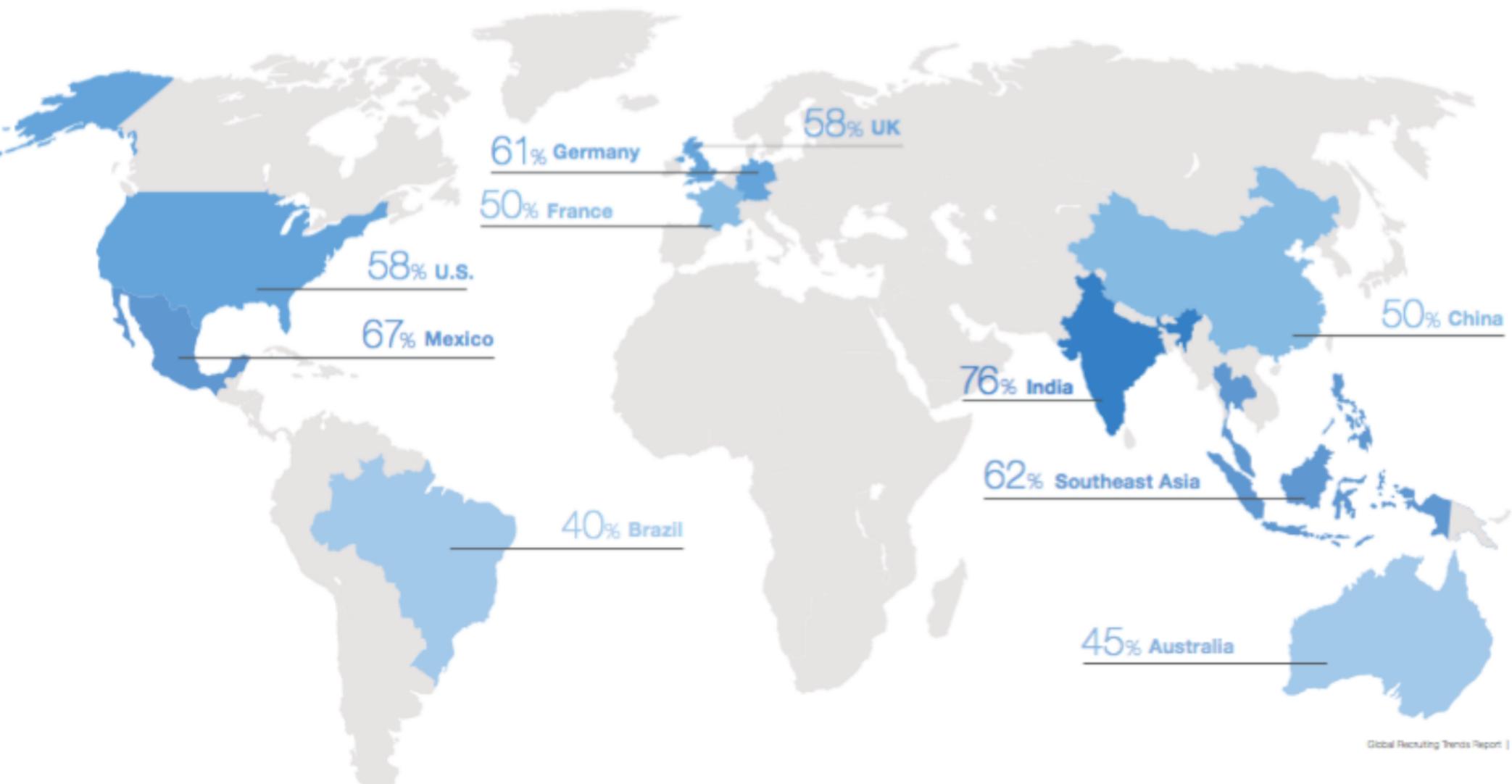
PARA UN MERCADO

DE

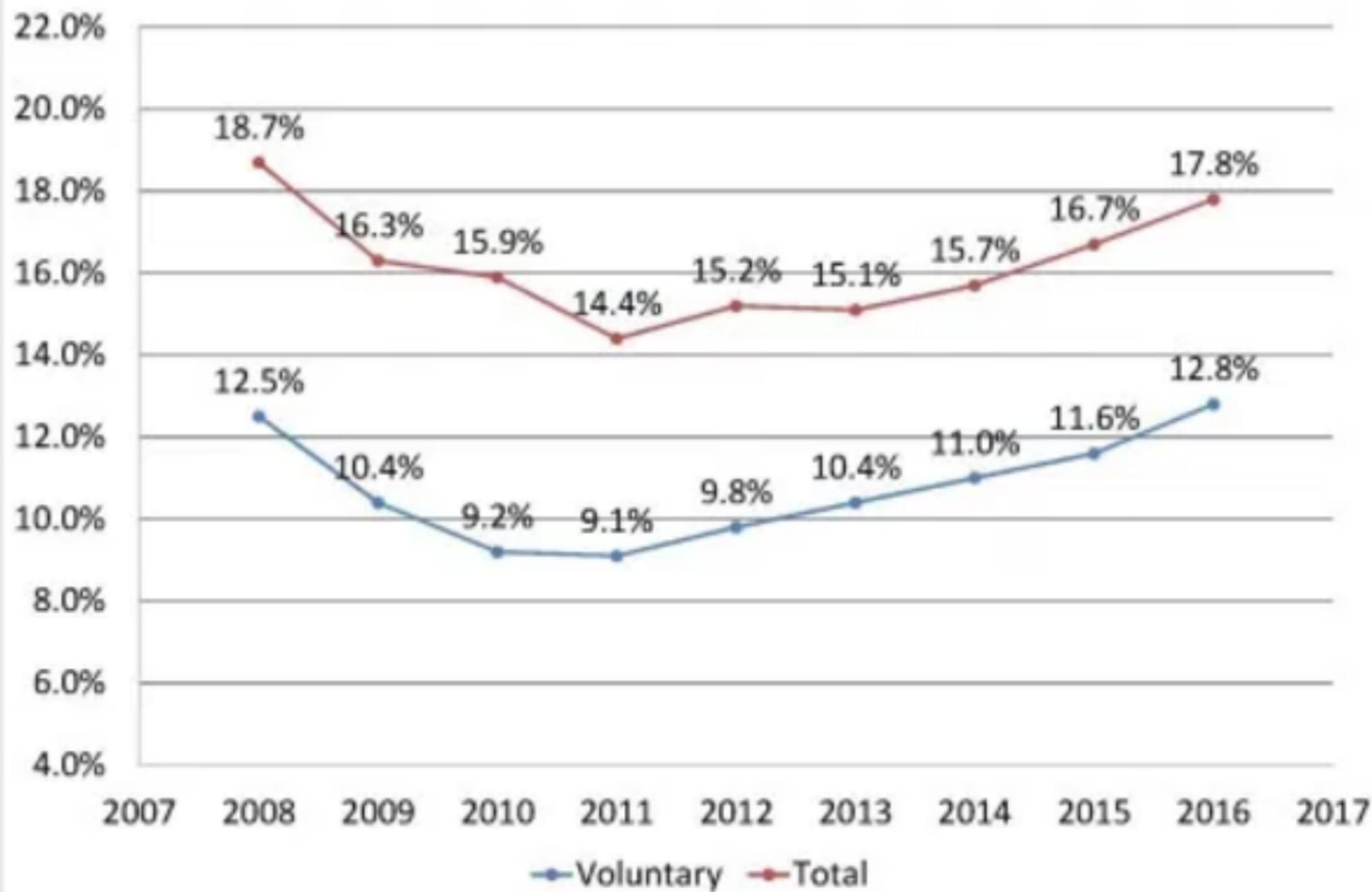
\$450Billion

FACT 1: INDUSTRIA EN FUERTE CRECIMIENTO

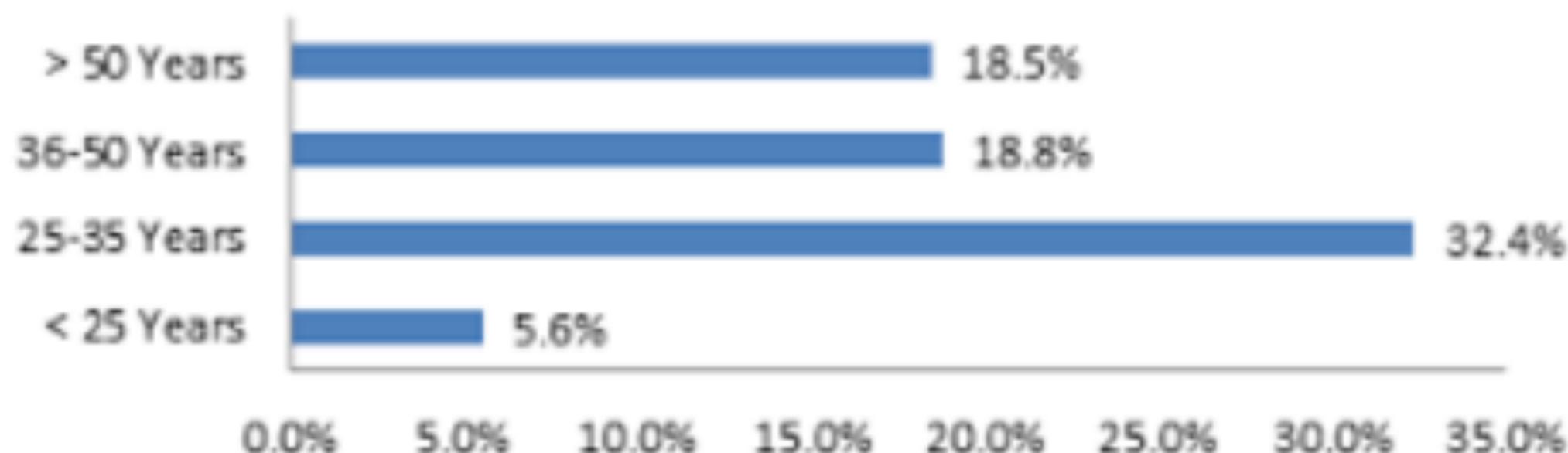
How hiring volume will increase across the globe in 2017



Turnover Trends: 2008 to 2016



2015 Average Turnover % by Average Age of Workforce



FACT 2: LAS PRINCIPALES EMPRESAS GLOBALES DE
DESARROLLO DE SOLUCIONES TECNOLÓGICAS
APOSTARON POR ESTA INDUSTRIA EN LA PRIMERA
DÉCADA DEL SXX

ORACLE®

ORACLE® | Human Resources



ORACLE acquire TALEO
\$1,9 Billion

Kenexa®

an IBM Company



TBM acquire KENEXA
\$1,3 Billion



successfactors™
An SAP Company

**SAP acquire SUCCESSFACTOR
USD 3,4 Billion**



Microsoft

LinkedIn

MICROSOFT acquire LINKEDIN
\$29 Billion

EXPATRIACIÓN

1970–1990

International assignments are mostly driven by large multinationals based in the US and Europe. These organisations send talent from the HQ country out into the field to manage operations in other parts of the world. Many assignments are from the US into Europe, but oil and gas, mining, and other industries dependent on natural resources regularly send staff to more far flung destinations. Assignees are usually sent off for a two-to five-year period and are incentivised with attractive expatriate packages.



PRICEWATERHOUSECOOPERS 

MERCADOS EMERGENTES

1990–2010

Demand for global mobility of talent increases as new markets emerge for companies to sell their products and services, and also manufacture their goods at lower cost. Offshoring gathers pace. A new breed of mobile worker emerges alongside the expatriate and meets the globalisation demand through commuter, rotational, and technology-enabled virtual assignments. The flow of talent is still predominantly from West to East or intracontinental, but companies begin to tap into rich talent pools in emerging markets, particularly India.



PRICEWATERHOUSECOOPERS

2020

Global mobility continues to grow in volume. Within the context of closely aligned international regulatory frameworks, the growth of cross-border acquisitions by sovereign wealth funds, lingering public investments in private business concerns, greater security co-operation between nations,

and information technology that can identify and connect talent in an instant, global mobility becomes part of the new normal. Mobility of talent is fluid. For example, a Chinese company may engage a European team to manage an investment in Africa.



SE HA CONVERTIDO EN UNA INDUSTRIA GLOBAL Y DEL DATO

- S XX

- BBDD

- LOCAL

- S XXI

- $n10^6$

- GLOBAL

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LA SOLUCIÓN TECH PARA FACILITAR LA SELECCIÓN GLOBAL EN TIEMPO REAL

LA APLICACIÓN DE LAS NNTT EN LA GESTIÓN DEL DATO
y de LOS PROFESIONALES

Captación
candidatos



Valoración de candidatos
UX-candidate

MODELO DE "PRODUCCIÓN INDUSTRIAL DEL SERVICIO"



APLICACIÓN DE TECNOLOGÍAS PARA LA
SOLUCIONES EN TIEMPO REAL
UX + CRM





J. Casoli
BD CATENON Amsterdam



LG Electronics

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<p>AMIT KHOU DIGITAL RECRUITER COORDINATOR</p> <p>HUB OPERACIONES ASIA</p>	<p>PABLO CLAUSÓ DIGITAL RECRUITER COORDINATOR</p> <p>HUB OPERACIONES EUROPA</p>	<p>ROBERTO PASSARELLI DIGITAL RECRUITER COORDINATOR</p> <p>HUB OPERACIONES AMÉRICAS</p>
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TERRITORY SALES MANAGER WESTERN AFRICA LAGOS

OVERVIEW
/SUMMARY

SELECTED
CANDIDATES

FINAL
REPORT

Mbagwu Remigues Ogbonnaya

SALES CONSULTANT • R. T. BRISCOE NIGERA PLC
Lagos (Nigeria) • LINKEDIN • 17100 USD

★★★★★
4.0 ★★★★★ 1 votes

Download CV

CV

- [TIMELINE](#)
- [PERSONAL DATA](#)
- [PROFESSIONAL EXPERIENCE](#)
- [ACADEMIC DEGREE](#)
- [LANGUAGES](#)
- [SKILLS](#)
- [TFI](#)
- [HPI](#)
- [MAP](#)
- [PERSONAL PROFILE](#)

Timeline

High Potential Indicator [HPI]

Multi-Functional Analysis Project-Based [MAP]

Sales Management

Summary: Briefly describe your current role and responsibilities (including business size and geographic scope).
Please provide details of your current role, responsibilities, and key achievements. This includes information such as sales volume, market share, customer base, and any significant milestones or awards received.

How do you identify new business opportunities in the market and what actions do you take to convert these opportunities?
Please describe how you identify new business opportunities in the market and the actions you take to convert them into actual sales.

CV

- [TIMELINE](#)
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Technical Filmed Interview [TFI]

Summarize briefly your current role and responsibilities (including business size and geographic scope). 00:00:00

How do you identify new business opportunities in the market and what actions do you take to convert these opportunities? 00:01:41

Please describe your experience of planning and executing a Growth Plan? What are the main challenges you have come across while doing this and how did you overcome the same? 00:04:03

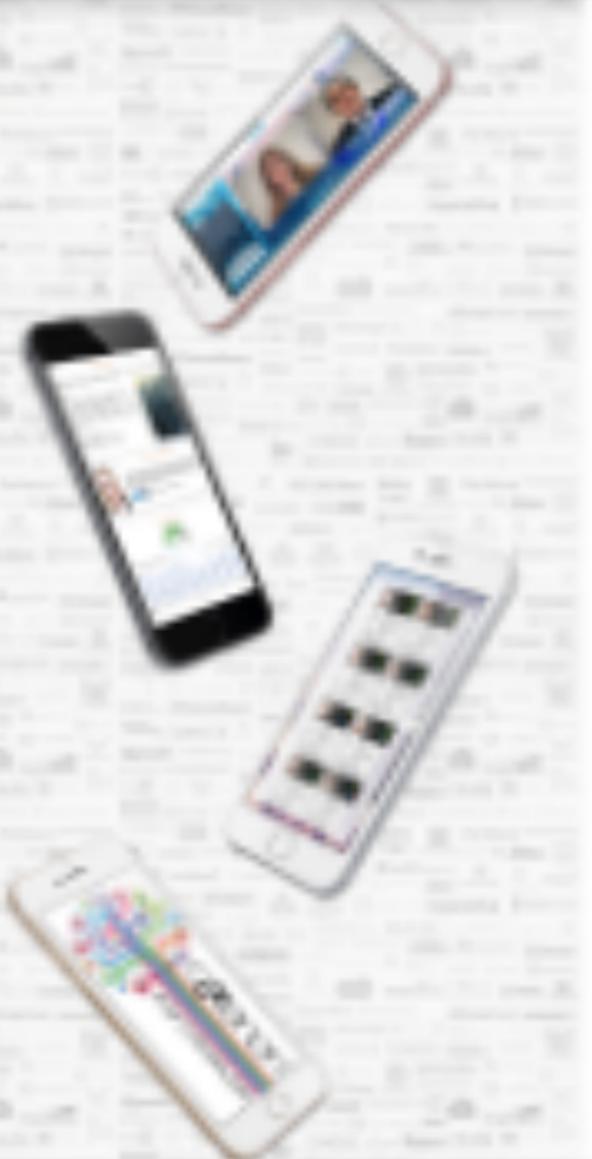
Provide a brief description of accounts which you managed? To acquire and would consider as the top account wins in your career. What was the size of the account and 00:08:16

CV

- [TIMELINE](#)
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You Tube

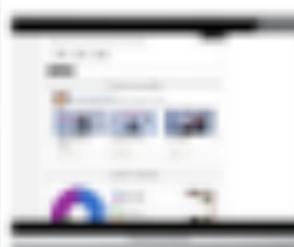


Catenon Ventures

Hagamos juntos que todo encaje



C2Bn GLOBAL SOLUTIONS



BLUUSO PERSONAL INFLUENCER



C2Bn VIRTUAL REALITY



C2Bn INVESTORS



C2Bn CLASSICO



C2Bn MULTIFOLIO



C2Bn SOCIAL REFERRAL



C2Bn SMARTTRACKERS

OUTSOURCING

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GLOBAL - SOLUTIONS

catenon | services
GLOBAL - SOLUTIONS

catenon | finance
GLOBAL - SOLUTIONS

catenon | textile
GLOBAL - SOLUTIONS

catenon | healthcare
GLOBAL - SOLUTIONS

catenon | mobility
GLOBAL - SOLUTIONS

tenon | engineering
GLOBAL - SOLUTIONS

PLATAFORMA SaaS, Cloud, API, Colaborativa e Integrable

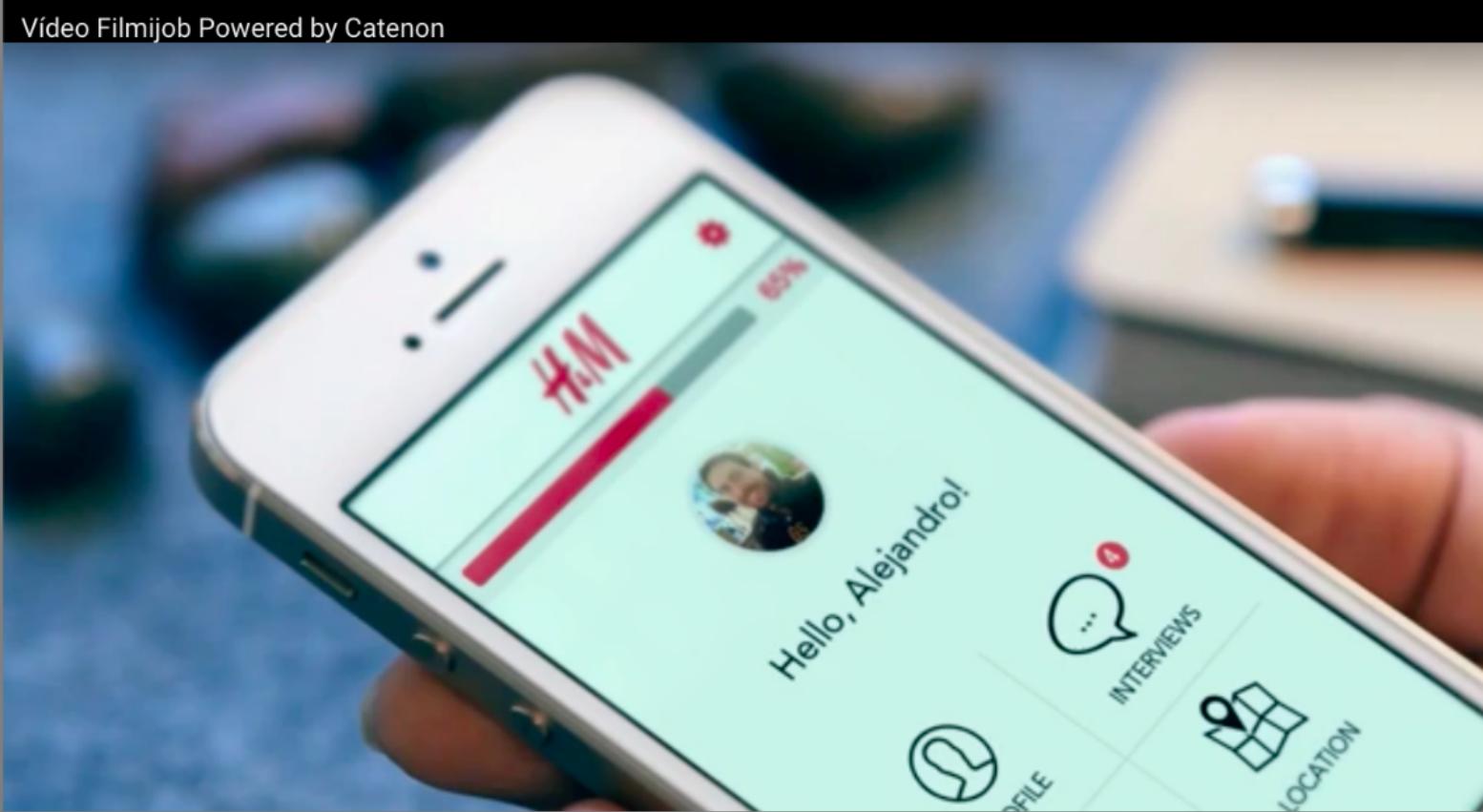
The screenshot shows the Catenon Execution App interface. At the top, there's a navigation bar with 'HOME', 'BROWSE', and 'ADD CANDIDATES'. Below it, a search bar displays 'Villanova & Co Mkt Manager EMEA'. The main area shows a search result for 'All' candidates, with a total of 6 candidates found. A horizontal filter bar includes 'All', 'CV', 'TI', 'MAP', 'PAP', 'HPI', 'CEC', 'TFI', and 'Shortlist'. Below this, a 'SHARED' section lists candidates like STEFANIE STANISLAWSKI, VERONICA DIAZ, CRISTINA ALMAGRA, EDUARDO UNSAM, and DORA RODRIGUEZ. On the right, a detailed profile for STEFANIE STANISLAWSKI is shown, including her role as Head of Digital Transformation, her location in Mexico City, and her education at IESE.

This screenshot shows the Catenon Smapick dashboard. It features a central world map with various data overlays. To the left, there are several performance indicators: 'GRATIS USUA' (blue), '-23%', '-34%', '-42%', '+58%', and '+12%'. Below the map are icons for 'USERS', 'OPERATIONS', 'BRIEFING', 'EVALUATIONS', 'zCRM', 'Mo', 'Ca', and 'CVR'. The top navigation bar includes 'Search...', 'Administrator', and a user icon. The bottom navigation bar has links for 'HOME', 'ABOUT', 'CONTACT', 'LOGOUT', and 'HELP'.

The screenshot shows the Catenon USERS APP interface. It features a search bar at the top with the query 'Retail'. Below it, a list of users is displayed, each with a profile picture, name, and email. The users include MARÍA DEL ROSARIO, ANTONIO FERNANDEZ, RAQUEL GARCIA, MARÍA JESÚS MUÑOZ, ANTONIO FERNANDEZ, ANTONIO FERNANDEZ, and ANTONIO FERNANDEZ. The bottom navigation bar includes 'HOME', 'ABOUT', 'CONTACT', 'LOGOUT', and 'HELP'.

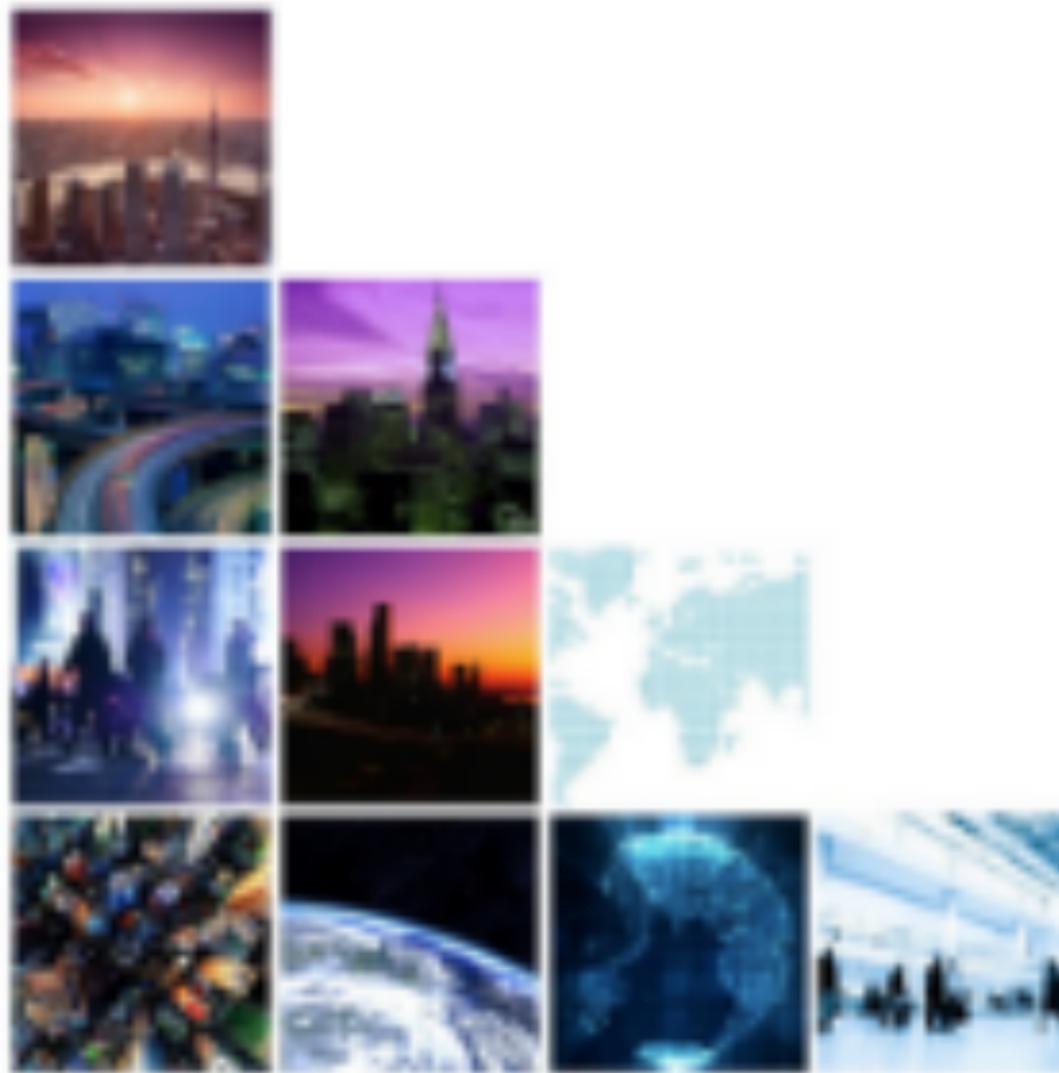
This screenshot shows the Catenon COLLABORATION interface. It features a user profile for ANTONIO FERNANDEZ. Below the profile are sections for 'COLLABORATION', 'INTERNSHIPS', 'PROJECTS', 'REPORTS', and 'LEARN'. The bottom navigation bar includes 'HOME', 'ABOUT', 'CONTACT', 'LOGOUT', and 'HELP'.

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FAQ



Aparcamientos
HOSTELERÍA Y TURISMO
Animador/a de eventos.
Animador/a turístico.
Guía turístico.
Botones/Porter.
Camarero/a de habitación.
Conserje.
Portaequipajes.
Recepcionista.





SÚBETE EL SUELDO

CAMBIANDO DE TRABAJO A TUS AMIGOS

[¿CÓMO LO HAGO?](#)

[RECOMIENDA YA](#)



EL BALCÓN DE LOS MEDIOS
TALENT HACKERS EN COLABORACIÓN DIRECTA CON...

20
minutos

El Confidencial

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LA INFORMACIÓN

HERALDO

Comparte

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