



How to Get the Best Results from **MedReps** and **LinkedIn**

Quality or quantity?

What to focus on when looking for qualified candidates. If you use only LinkedIn, you're focusing on the quantity, exposing your posting to millions of professionals. If you use only a niche job board like MedReps, you're honing in on the quality of candidates.

Fortunately, using *both* sites makes your search even more effective.

Problem:

Searching through millions of users **takes time**, and the basic filters on LinkedIn make it tough to drill down to the specific qualifications you need...



...If you do manage to find exactly who you want on LinkedIn, it **costs money** to contact them...



Only **30% of professionals** on LinkedIn are actively looking for a job...



Solution:



Use **MedReps** to quickly identify the names of qualified, active medical sales job seekers.



Research them on **LinkedIn** and see who in your network could provide a reference.



Reach out to candidates via **MedReps** – it's free with membership, and you'll likely get a better response.



Once you've established communication on MedReps, they are more likely to accept your **LinkedIn** request.



MedReps members pay a fee to access the site, so you know they are serious job seekers.



Connect with these active job seekers on **LinkedIn** and gain secondary access to their LinkedIn network.

LinkedIn certainly holds potential for medical sales recruiters and hiring managers, but navigating the ocean of talent is much easier with a niche job site like MedReps as your guide.