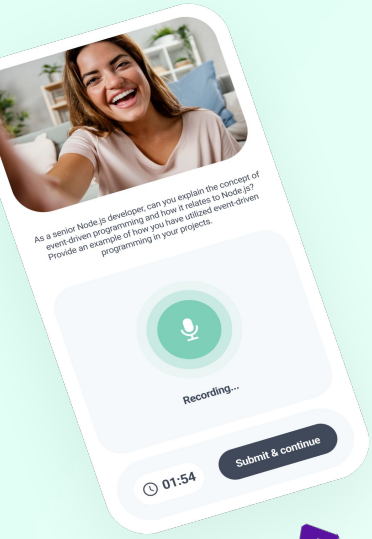
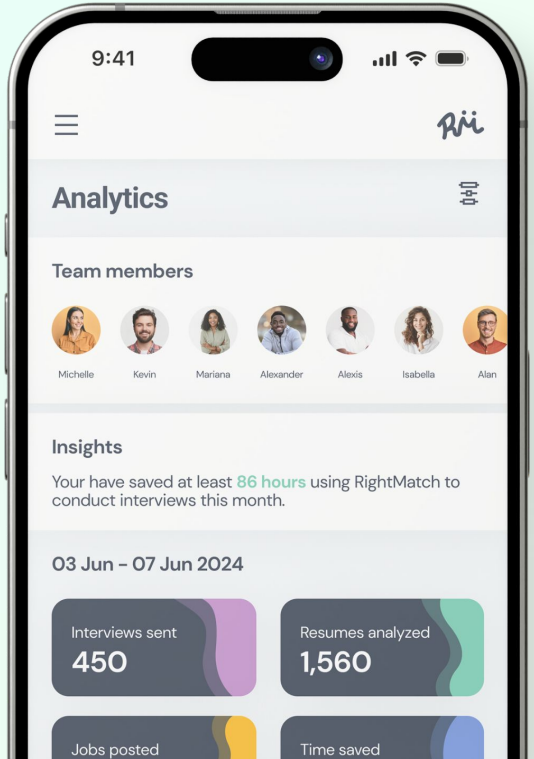
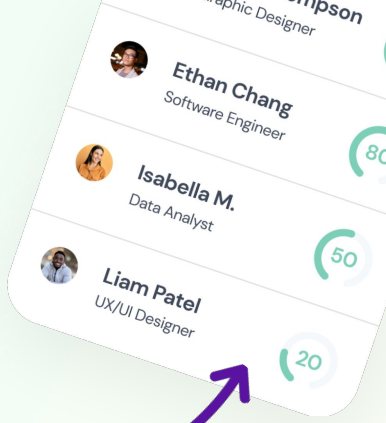
Meet Rightmatch AI



Fully automated Ai interviewing platform





Automated analysis of candidate resumes to determine role fit

Generate better interviews with Ai and insight

Powered by OpenAI

Current **challenges** in recruiting and hiring

- The candidate experience **DEEPLY FLAWED**!
- HR Teams are **UNDER-RESOURCED**.
- Hiring teams lack modern **TOOLS** to save them time and money.
- **HIRING DECISIONS** are made in silos.
- **BIAS** is baked in at every stage of the hiring process.

Rightmatch

How Right Match Works

1

Hiring Manager / HR Manager Signs Up

2

Upload job description or create it with AI help

3

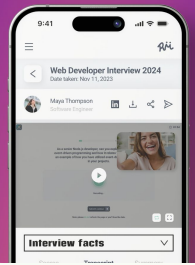
AI generates modifiable interview questions in seconds

4

Invite candidates without scheduling hassle

5

Get results immediately after interview completion



Rightmatch

Our 2024 Journey *(0-6 Months)*

January

Began product development

Feb-Apr

Onboarded cohort 1 of pilot users

May

Rapid feedback + iteration

June

Acquire first 5 customers -> $1500 MRR

July

Acquired 10 new customers -> $3600 MRR

August Goal & Trajectory

Acquire 15 new customers and hire first AE

Rightmatch

USP

Unique Selling Points

AI-powered interviews and assessments

Customizable criteria for various industries and roles

Bias **reduction** in hiring

Integration with major ATS and HR platforms

Collaboration tool integration (Microsoft Teams, Slack)

Time savings and improved **hiring quality**

Rightmatch

Competitive **Matrix**

Feature	Resume Worded	Grab jobs	Skill Pool	**RightMatch AI**
AI - Powered Interviews	–	✓	–	✓
Resume Analysis	✓	–	✓	✓
Skill Assessment	–	✓	✓	✓
ATS Integration	–	–	–	✓
Customizable Assessments	–	–	–	✓
Bias Reduction	–	–	–	✓
Time Savings	–	–	Fast hiring	**10+** hrs per hire
Interview Success Rate	–	–	–	**2x** increase
Assessment Duration	–	–	–	**20-35** minutes
Candidate Feedback	✓	–	–	✓
Industry Adaptability	–	–	–	✓
AI Transcription	–	–	–	✓
Collaboration Tools Integration	–	–	–	✓

Rightmatch

Our GTM Approach is Working

Predictable sales organization:

Less than 7 Days

Time to close

Founder Led Sales

1 person sales team

75%

SQL to close conversion rate

Scalable channels:

100%+

Of new deals from referrals (customers and network)

$0

CAC from paid (vs $270 industry average)

80% Customer Retention

Based on customer count

Rightmatch

Scalability

1. Automation of resume analysis, screenings, and interviews.
2. Customizable assessment criteria that can be tailored to specific needs.
3. Integration with major ATS, HR platforms, and collaboration tools.
4. Quick generation of tailored assessments.
5. AI-driven data processing and insights.

Benefits

- Efficient handling of high candidate volumes.
- Adaptable across industries and roles.
- Cloud-based solution for easy scaling.

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Product Roadmap

1.

Integrations: Expansion to other ATS integrations based on customer demand

2.

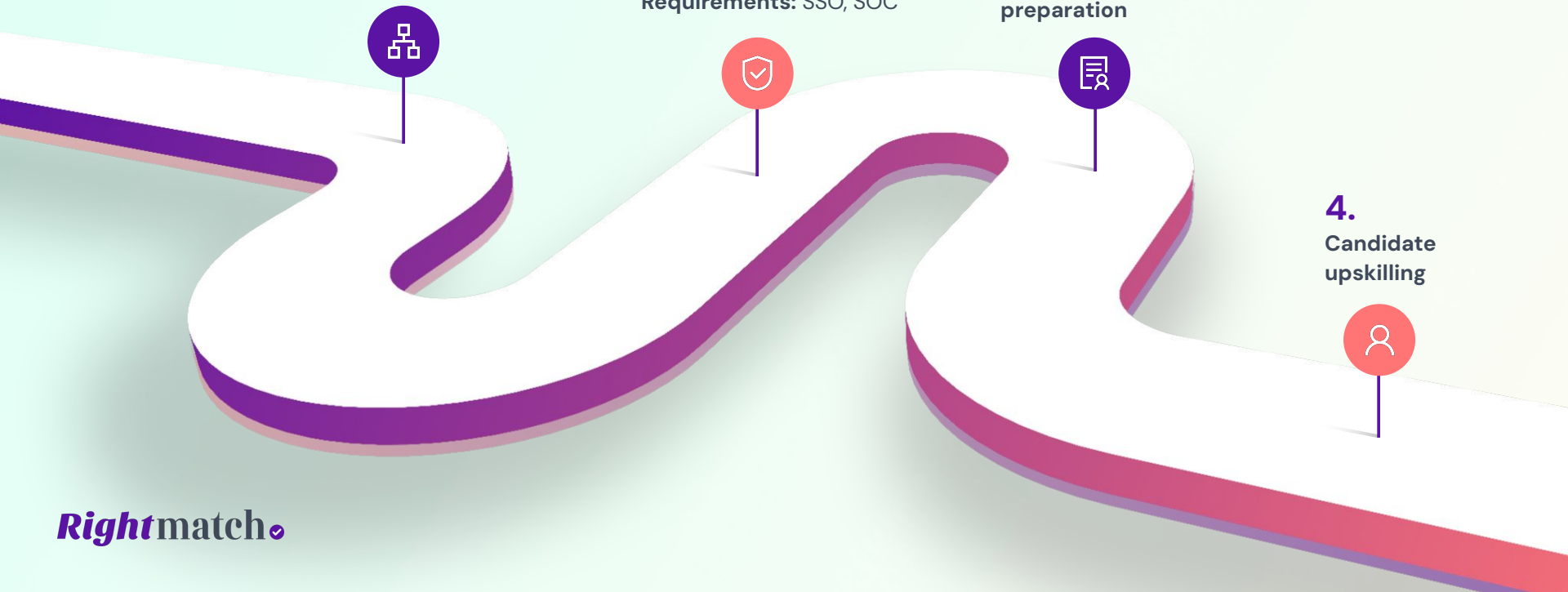
Enterprise Security Requirements: SSO, SOC

3.

Candidate interview preparation

4.

Candidate upskilling



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Market

TAM

$215 B

(global recruitment market)

SAM

$64.5 B

(North American recruitment market) (Assumes 30% of global market)

SOM

$967.5 M

(realistic market capture within 3-5 years in North America) (Assumes conservative market penetration rate of 1.5%)

Rightmatch

Revenue Model

MONTHLY | YEARLY (20% OFF)

Unlimited Pro

STARTING AT

$499 /month

Billed yearly

INCLUDES

- ✓ **Unlimited interviews** for up to 5 job posts
- ✓ **Unlimited applicant** imports + enrichment
- ✓ One week **free** trial

Unlimited Teams

STARTING AT

$999 /month

Billed yearly

INCLUDES

- ✓ **Unlimited interviews** for up to 20 job posts
- ✓ **Unlimited applicant** imports + enrichment
- ✓ One week **free** trial
- ✓ **Custom** branding in interviews

Unlimited Advanced

STARTING AT

$2999 /month

Billed yearly

INCLUDES

- ✓ **Unlimited interviews** for up to 40 job posts
- ✓ **Unlimited applicant** imports + enrichment
- ✓ One week **free** trial
- ✓ **Custom** branding in interviews

Enterprise

FOR MORE DETAILS

Contact Us

INCLUDES

- ✓ **All Advanced plan benefits**
- ✓ Integrate with your existing ATS
- ✓ Enterprise Support & Training

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Meet the Team

Rightmatch

Sterling Smith

Head of Product
Bentonville, AR

- 3X startup founder Google Entrepreneur in Residence
- Managing Director at Atento Capital
- Full Stack Developer

Kaitlyn Loh

Operations Lead
Austin, TX

- Process builder to create structure and provide operational efficiency.
- Scale businesses 3x.

Jason Ball

Lead Engineer
Spokane, WA

- Develops and architects scalable, maintainable software.
- Manages technical resources for deadlines.

Chandra Sanders

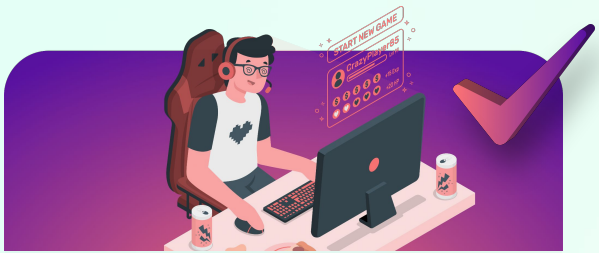
Growth Leader
Dallas, TX

- Growth leader and partnership developer at The Mom Project.
- Thought leader on workforce strategies, AI trends, and the future of work.

Raising

$750K

which will be used for the following:



Product &
Engineering

Sales & Revenue
Engine

Customer Engagement
& Success

Rightmatch

Help Us reach our North Star

By 2035, RightMatch AI will have transformed the hiring process for **100 million** professionals, enabling them to secure quality jobs and advancing the efficiency and fairness of global recruitment practices.

Get in touch:

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