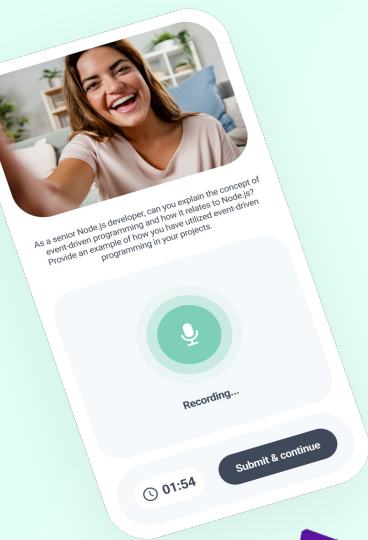
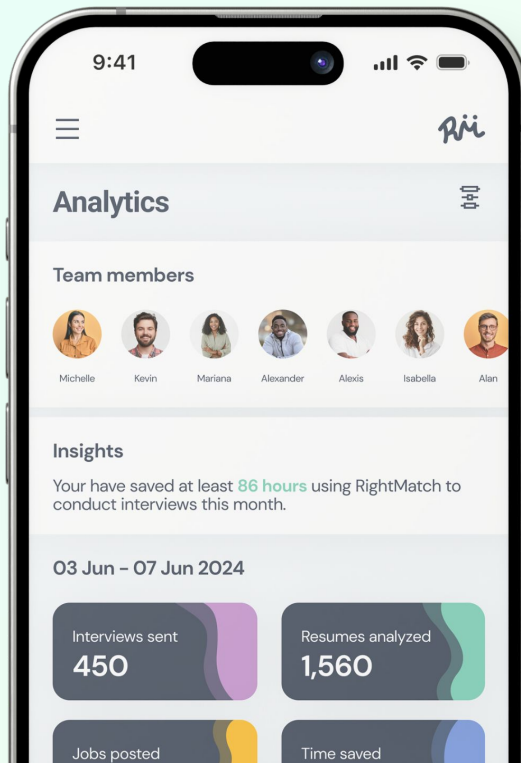


Meet *Right*match AI



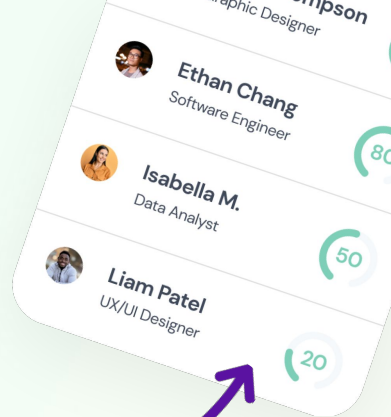
Fully automated
AI interviewing
platform

Powered by
 OpenAI



Automated analysis of
candidate resumes to
determine role fit

Generate better
interviews with AI
and insight



Current **challenges** in recruiting and hiring



The candidate experience **DEEPLY FLAWED!**



HR Teams are **UNDER-RESOURCED.**



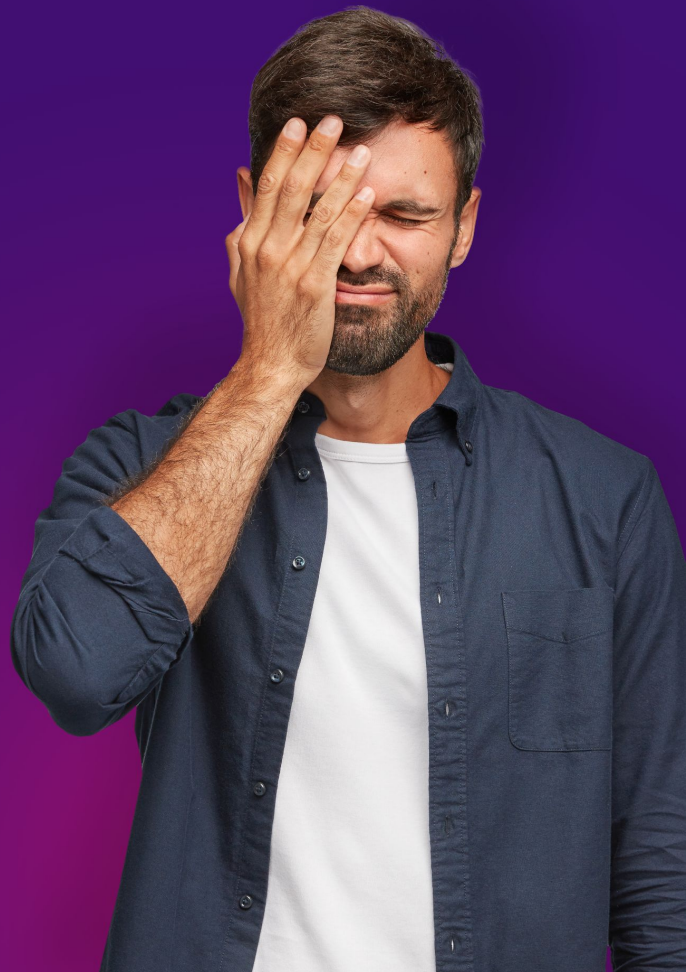
Hiring teams lack modern **TOOLS** to save them time and money.



HIRING DECISIONS are made in silos.



BIAS is baked in at every stage of the hiring process.



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



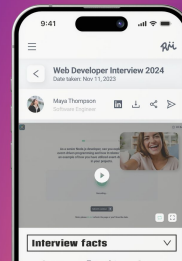
4

Invite candidates
without scheduling
hassle



5

Get results
immediately after
interview completion



Our 2024 Journey (0-6 Months)



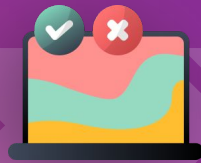
January

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

AI-powered interviews
and assessments



Customizable criteria
for various industries
and roles



Bias **reduction**
in hiring



USP

Unique Selling Points



Integration with major
ATS and HR platforms



Collaboration tool
integration (Microsoft
Teams, Slack)



Time savings and
improved **hiring quality**

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	–	–	–	✓

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

Rightmatch

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

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.



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



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%)

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

Meet the Team



Sterling Smith

Head of Product
Bentonville, AR

3X startup founder
Google EIR
VC at Atento Capital
Full Stack Developer



Kaitlyn Loh

Operations Lead
Austin, TX

Change agent &
process builder for fast
growing companies
most recently from 200
– 1000+ employees



Jason Ball

Lead Engineer
Spokane, WA

Coder Extraordinaire –
focus on maintainable
and scalable solutions



Moises F.

Lead Designer
Bogota, CO

Design – detail oriented
with focus on user
experience usability

Raising \$500K

which will be used for the following:



Product &
Engineering



Sales & Revenue
Engine



Customer Engagement
& Success

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:



Sterling Smith

sterling@freelancerhub.xyz

+1 512-800-9250



Rightmatch ✓