



**duapune.com**

*Online Jobs and Career Services*

**Dritan Mezini**

@tanmezini

dmezini@duapune.com

www.duapune.com

# Vision, Target, Solution

---

**duapune.com is a Job and Career online Matching Services Platform (#duapune.al), which aims to help employers find and hire the right persona in emerging countries with competitive prices and qualitative services by using the state-of-art technology.**

**duapune.com is a Job Online Matching Platform (www.duapune.com), which aims to help employers find and hire the right persona in emerging countries with competitive prices and qualitative services by using the state-of-art technology.**



**duapune.com**  
Online Jobs and Career Services

**+ 500 K**

*Users community (Portal and Social Media)*

**+ 10 K**

*Registered companies*



**+ 140 K**

*Registered jobseekers*

**avg. 800**

*Active jobs daily*

### **Services and features**

- ONLINE JOB PLATFORM
- HEADHUNTING AND RECRUITMENT SERVICES
- TRAINING SERVICES
- ASSESSMENT SERVICES
- CAREER COACHING TO PROFESSIONALS AND STUDENTS
- E-COMMERCE MODEL
- GLOBAL RECRUITER - MEMBER OF THE-NETWORK.COM  
(THE LARGEST HUB OF JOB PORTALS)



**duapune.com**  
Online Job and Career Services

# The Problem

---

- Employers find hard to hire the right persona for the qualified job vacancy in-fast, qualitative and cost-effective way.
- The jobseekers find hard to identify reliable and multi-channel information about the job vacancies.



# Market Research

## Market Research

*duapune.com has organized a primary and secondary market research for the job market in several emerging countries such as (Albania, Kosovo, Macedonia, Montenegro), mainly in employers' community.*

## Main Findings

- *(Total Available Market (TAM) – approx. 300K companies, Serviceable Available Market (SAM) – (10-15%, SOM (Serviceable Obtainable Market (SOM) – 30-40% of SAM)*
- *The job market is becoming global*
- *The employers looking for trustful recruitment partners*
- *The employers are comfortable using online services for candidate and job hunting*
- *The employers are comfortable paying fee for the job posting online services and premium fees for premium and added-value services*
- *The employers still lack the confidence of the quality of applications*

Kërkim i avancuar

Emri i kompanisë

Fjalë kyçe ose kodin e punës

Shteti

Zgjidhni shtetin

Qyteti

Kategoria

Zgjidhni kategorinë

Lloji i punës

Zgjidhni llojin e punës

Opsion tjetër

Zgjidh

Kërko

Punët

Punë aktive **746**

Punët e ditës **6**

Të gjitha punët

 Customer Service Representative  
English & Spanish  
SFC ALB  
Tirane  
29-06-2023  
edhe 9 ditë  
Specialist i Strategjisë Marketing  
[Më shumë](#)

 C1 English Back Office  
SFC ALB  
Tirane  
29-06-2023  
edhe 9 ditë  
Help Desk Support  
[Më shumë](#)


 Data Entry Specialist  
SFC ALB  
Tirane  
29-06-2023  
edhe 9 ditë  
Tjeter  
[Më shumë](#)

 Specialist Pagash  
LDP Tax & Law  
Punë nga shtëpia  
17-07-2023  
edhe 27 ditë  
Specialist Buxheti  
[Më shumë](#)

 Inxhinier Perpunues  
Lim-Em  
Tirane  
26-06-2023  
edhe 6 ditë  
Inxhinier  
[Më shumë](#)

 Asistent Udhëtimi  
Alpitour  
Tirane  
30-06-2023  
edhe 10 ditë  
Agjent Udhëtimi  
[Më shumë](#)

 Arkitekt/e  
ALBANIA BAY MARINA  
Tirane  
10-07-2023  
edhe 20 ditë  
Arkitekt  
[Më shumë](#)

 Credit Risk Specialist (Underwriter)  
Revenued Albania  
Tirane  
23-07-2023  
edhe 33 ditë  
Financier  
[Më shumë](#)

 Debt Collection Specialist  
Revenued Albania  
Tirane  
23-07-2023  
edhe 33 ditë  
Mbledhje Detyrimesh  
[Më shumë](#)

Identifikohu

Identifikohu

Më mbaj mend  ose

Identifikohu

Identifikohu

Identifikohu

Regjistrohu

 **FUTURE HOME**  
— Real Estate —  
Kërkim të punës soge:  
**Menaxher/e Shitjesh në sektorin imobiliar**  
hr@futurehome.al  
069 307 66 66  
Tirane  


Reklamë

# What customers say

---

“We began our collaboration since February 2016. We have advertise our vacancies through duapune.com and this has helped us in placing good candidates that fulfill our expectations. Really appreciate the staff disponibility, this has a very important value for us.”

Selecta Customer Service

Selecta  
Customer Services

“DuaPune.com portal is a solution for anyone who requires a long-term job, and the quality jobs offered are really well-organized. The information provided is very accurate and the ability to apply is very fast and simple. After applying to one of the positions of duapune.com, today I work in a prestigious company. I always recommend to friends and colleagues when they are looking for a job. I wish it continues in these steps.”

Klajdi Nallbani, KRKA, Novo Mesto

# Revenue Stream

1. Fees for job posting (standard and personalized)
2. Subscription fees
3. Advertising fees
4. Added value services fees
5. Individual packages
6. CV Searching and download
7. Other premium tailored services





# Statistics

---

> 500 K

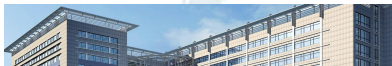
*User organic community  
(Portal and Social Media)*

> 3,0 K

*Companies which paid at least  
once*

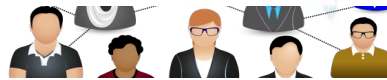
> 10 K

*Registered  
companies*



> 140 K

*Registered  
jobseekers*



avg. 800

*Active jobs daily*

The Core team  
25 people



duapune.com part of  
the-network since 2016

**THE NETWORK**   
Global talent simplified

**Making International  
Hiring Simple**

BY UNITING TOP LOCAL JOB BOARDS GLOBALLY

# Our Competitive Advantage

---

- **E**xcellent Core HR and Technical *Competencies*
- **I**nternational, Regional and Local Job Market Access (member of **the-network.com**; Alma Career)
- **A**ffordable and flexible pricing model
- **S**tate-of-art technology and services (mobile, AI, data analytics..)
- **H**uman-Centric Solution

# Value Proposition - Why duapune.com?

- Team – stable, experienced and passionate Team
- Product/Services – an Hybrid of best features of online job portals and the use of advanced technologies
- HR domain Expertise
- Good Traction (financial, social media, implementation model)
- E-commerce online job portal model
- Global recruiter - Member of the-network.com (the largest hub of job portals)
- Top marketing brand for jobs



# Our Aim

## **Initial Target Countries (Albanian speaking countries and regions)**

Albania, Kosovo, Macedonia, Montenegro

**Target Companies** – more than 20,000 active companies

## **People/Employees**

Increase the number of Sales teams in Albania and Kosovo

## **Business Units**

Create and consolidate the Marketing team, Technical Team Management , Country Managers, Sales dept., Business development team



# In order to provide

---

**Better value for the money**

**Better opportunities for growth**

**Excellent service for employers and jobseekers**





Thank You