40+ TOOLS

Sourcing Secrets Revealed:
The Complete List of Sourcing Tools, Apps and Extensions Used By The Best of the Best

Slash the time you spend sourcing, increase your engagement and efficiency, and improve your talent searches across the board with our list of expertly curated tools and add-ons.

WHO THIS IS FOR:

- **Talent Acquisition directors** who want to equip their teams with powerful tools

- **Recruiting managers** who want to accelerate their sourcing methods

- **Sourcing professionals** who want to brush up on the latest and greatest apps and extensions

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INTRODUCTION

As a sourcer, you know that two things matter: the number of prospective candidates you deliver, and the quality of those you're putting forward. But too often, you're bogged down in the admin of spreadsheets and reports with not enough time for what you do best – reaching out and reeling in those hot prospects. If you're full-cycle, this probably hurts even more.

Recruiting is a time-critical beast and you can't afford to miss an opportunity to grab a candidate's attention. The good news is there are plenty of sourcing tools to speed up your processes, giving you back the time to focus on outreach and engagement.

And in the interests of saving you time, we've compiled a comprehensive list of essential sourcing tools, apps and add-ons to streamline, automate and optimize your search. Choose a Chrome extension to better manage your inbox. Leave InMails behind and track down better prospect emails with powerful discovery and verification tools. Nail your candidate research with new social lookup and web scraping tools. And streamline those time-consuming scheduling, tracking and reporting tasks with a suite of organizational and productivity apps we've compiled.

They say you're only as good as the tools in your toolkit. With our pick of the best, you can focus on putting stellar candidates in front of your hiring manager or recruiter.

WEB SCRAPERS

For many sourcers, nothing beats the satisfaction of scraping a trove of data to use in your list-building efforts. And right now there's a great selection of tools you can use to help in this part of the process, with many integrating with Excel or Google Sheets.

TOOL	HOW IT CAN HELP	COST	PLATFORM
Blockspring	Add extra automation and web scraping functionality to Excel and Google Sheets.	Free	Google Sheets/Excel Extension
Full Contact	Displays information from your contacts' social media profiles right in your inbox.	Free	Gmail Extension
Import.io	Build quick and easy datasets and visualize them with data modeling features.	Free with limitations – paid for more than 10,000 queries per month.	Website
Data Miner	Data Miner extracts info from web pages and organizes it into spreadsheets. Build your own recipes, and share with others.	Free	Chrome Extension
Vibe	Collects data available about a prospect and uses human verification to fill in the blanks.	Free	Chrome Extension
Table Capture	A Chrome extension that creates a Google Sheet from any HTML table.	Free	Chrome Extension
Scraper	Simple extension that gets data from a webpage into a Google Sheet quickly.	Free	Chrome Extension
Web Scraper	Export data from a website into a CSV based on the instructions you provide.	Free	Chrome Extension
Owler	Sends customized daily snapshots and insights about your competitors, customers and partners.	Free	Website
Visualping	Get an email any time the content of a website changes.	Free	Chrome Extension
LinkedIn X-Ray Search Tool	Input the skills you're looking for to get a list of LinkedIn profiles.	Free	Website

SOCIAL LOOKUP

Get the complete picture on a prospective candidate – before you pick up the phone or message them – with these extensions and add-ons for Chrome and Firefox.

TOOL	HOW IT CAN HELP	COST	PLATFORM
Aevy	Hover over a name to open a new email to that person with their social media activity and company info displayed alongside.	Free with limitations – paid for unlimited use	Chrome Extension, Paid Application
Rapportive	Finds and displays LinkedIn profiles inside your Gmail inbox when you hover over a contact.	Free	Chrome or Firefox Extension
Discover.ly	A Chrome extension with similar functionality to Rapportive – see social media profiles inside the Gmail inbox.	Free	Chrome Extension
360Social	Finds other social media accounts of a prospect by simply opening one of their presences.	Free	Chrome Extension
Social Mention	Searches user generated content like blog posts and presents results in one place.	Free	Website
WhoWorks.At	Displays a pop-up box of all your LinkedIn connections that work at the website you are visiting.	Free	Chrome Extension
Recruit'em	Use Google to search profiles on LinkedIn or within other social networks and track results.	Free	Website
Boolean String Builder	Step-by-step tool to formulate advanced Boolean strings.	Free	Website

EMAIL DISCOVERY AND VERIFICATION

If email is your chosen method of outreach **(and research shows your candidates prefer it)**, then it's worth double checking to ensure the address you've got is accurate. These tools can help out, and help you find a person's email address if you can't locate it.

TOOL	HOW IT CAN HELP	COST	PLATFORM
MailTester	Quickly check if an individual email and company domain is valid.	Free	Website
Prophet	Use a Twitter profile to discover a prospect's other social presences and email addresses.	Free	Chrome Extension
Kickbox	Another tool for email address verification, with the added bonus of bulk checking, all wrapped in a clean, intuitive interface.	Free	Web Application
Toofr	Provide a first and last name and company domain, and Toofr returns likely email addresses.	$129/month for 1,750 credits	Free Chrome Extension, Paid Application
VoilaNorbert	Find corporate email addresses by providing a prospect's name and company domain. Useful for bulk email discovery.	First 50 leads are free, then 10 cents per lead	Web Application
Email Hippo	Another useful tool for bulk candidate outreach campaigns – Email Hippo can warn of dead email addresses.	$82/month for 10,000 queries	Web Application
FindThatLead	A Chrome extension for finding email addresses from LinkedIn profiles.	Free with limitations – paid for more than 10 weekly emails	Chrome Extension
Email Extractor	Paste large documents or chunks of text into Email Extractor, and it will unearth email addresses.	Free	Web Application

ORGANIZATION AND PRODUCTIVITY

How heavy is your sourcing or recruiting workload right now? Use these tools to streamline your day, reduce time wasted on organizational chores, and deliver a better experience for your fellow recruiters, hiring managers and ultimately, the candidate.

TOOL	HOW IT CAN HELP	COST	PLATFORM
Streak CRM	Useful for solo recruiters. Manage candidates and build a talent pipeline right inside Gmail.	Free	Chrome Extension
Archively	A tool built for recruiters and sourcers to easily compile web research on prospective candidates.	Free with limitations – $8/month for unlimited profiles and imports	Free Chrome Extension, Paid Web Application
EmailHunter	Add EmailHunter to Chrome, and find email addresses from any site on the web.	Free	Chrome Extension
MixMax	Turbocharge your Gmail inbox – schedule messages, track clicks, add interactive buttons and templates for Gmail.	Free with limitations – $19/month for integrations and click tracking	Free Chrome Extension, Paid Web Application
Calendly	Kill back and forth messages to schedule a meeting – your recipient just books a time using an intuitive interface.	Free, with limitations	Web Application
Youcanbookme	Similar functionality to Calendly, but without a free level.	$10 per calendar per month	Desktop and Mobile Application
OneTab	A Chrome and Firefox extension to collapse all your open tabs into one – useful for collating social presences for Hiring Manager review.	Free	Chrome Extension
Charlie	Compiles a briefing on each person you are meeting with from a variety of online sources.	Free	Desktop and Mobile Application

ORGANIZATION AND PRODUCTIVITY

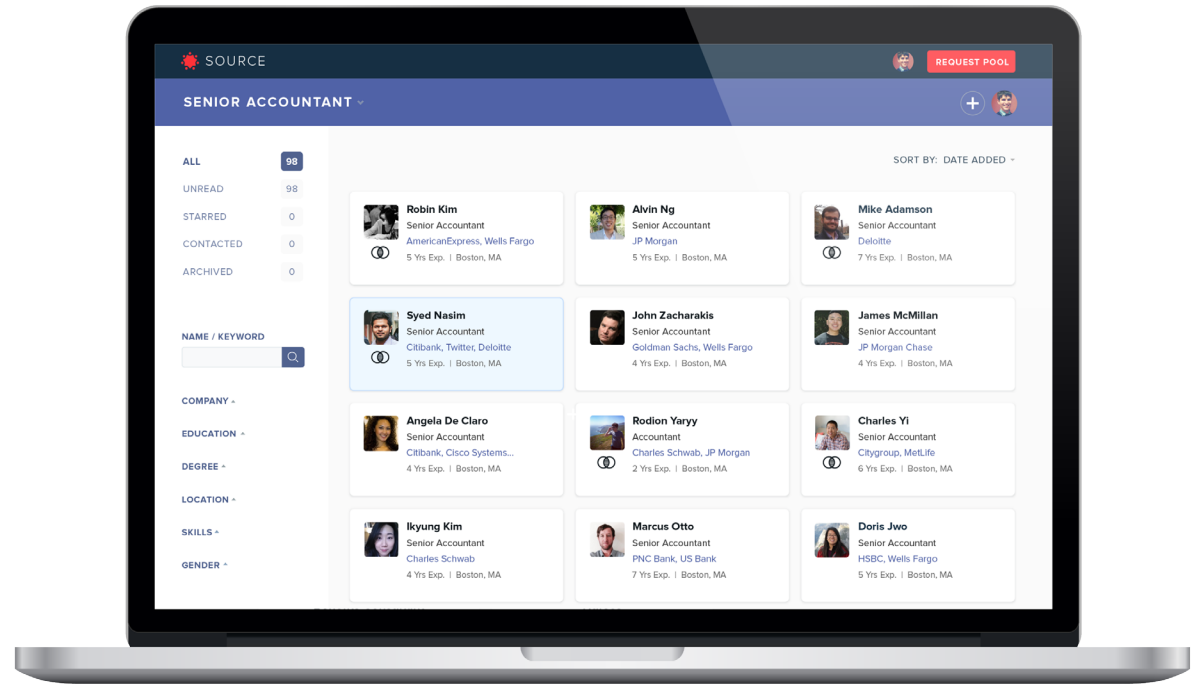| TOOL	HOW IT CAN HELP	COST	PLATFORM
Extensity	Easily enable and disable individual apps when your browser gets too full.	Free	Chrome Extension
Datacruit	A lean ATS solution for small teams - the free plan is limited to five open roles.	Free with limitations – paid for unlimited roles	Desktop Application
ToutApp	A potential solution for recruitment marketing campaigns - send email campaigns, track performance and build template messages.	Free	Web Application
Highlight All	Looking for a particular skills? Highlights all occurrences of a word in a resume or profile.	Free	Firefox Extension
Yesware	A simple tool for tracking email views, link clicks, and attachment downloads in Gmail.	Free	Chrome Extension
AutoPager	Sick of clicking next page when searching? This Chrome extension autoloads multiple pages into one scrollable list.	Free	Chrome Extension
Clickable Links	Turn pesky un-clickable email addresses in social bios, websites and PDFs into clickable links.	Free	Chrome Extension
Cirrus Insight	Integrate Salesforce with Gmail, Google Calendar and Google Contacts.	Free	Chrome Extension

ORGANIZATION AND PRODUCTIVITY

TOOL	HOW IT CAN HELP	COST	PLATFORM
The Great Suspender	Computer running slow? Suspend open and inactive tabs to save memory.	Free	Chrome Extension
efTwo	Similar to Highlight All, efTwo works like CTRL+F to find and highlight multiple words or phrases on a page at the same time.	Free	Chrome Extension
Sortd	Gmail plugin that allows you to plan and schedule emails to prospective candidates.	Free	Chrome Extension
Internet Archive	Search a database of 500 billion old web pages and articles – use to search a candidate's previous projects.	Free	Web Application

THE COMPLETE SOURCING SOLUTION

Go from sign up to new hire in 2 weeks with the 1-Page SOURCE solution.

Slash your sourcing workload. Get a list of relevant talent to your job opening with direct contact details, up-to-date work history and connections to current employees – ready to contact.

Get a free 15-minute demo of 1-Page **SOURCE** to find out why Starbucks, Hershey's, & Under Armour rely on our solutions for recruiting success.