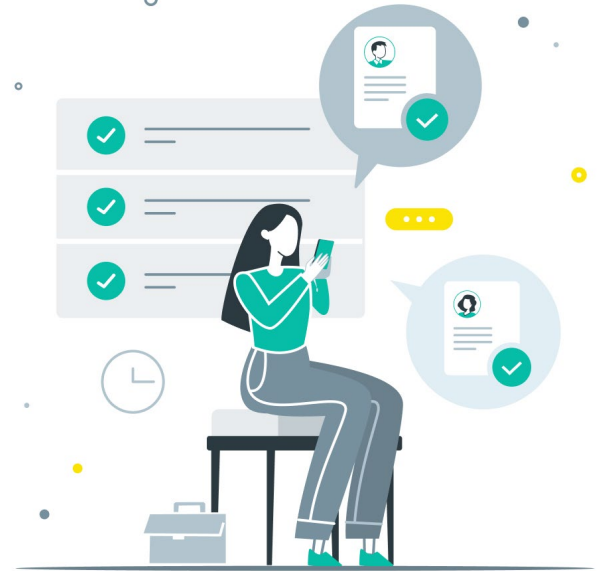


Recruitment Challenges and Solutions



Lavoria

Perfect match between
employer and employee in HoReCa



Each season **challenge**. Why does Greece **suffer** from **labor** shortage?

Covid-19' changes in the search structure



Business cannot guarantee
long-term job



Outflow of labor from another countries



Outflow of qualified specialists
to job stability



State benefit payments



Poor reputation on hours and pay
in hospitality

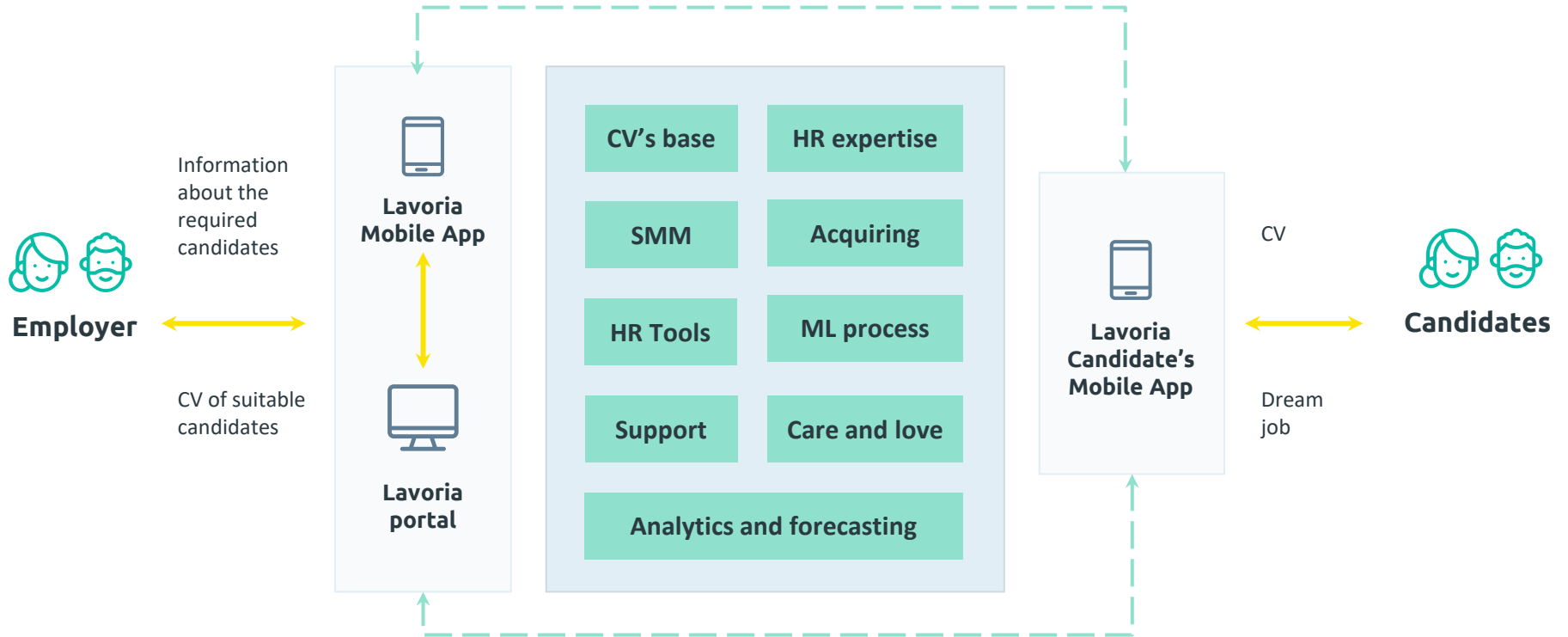


Unwillingness to relocate

Transformation is required!



What is Lavoria exactly







A photograph of a modern office desk. In the background, a large black monitor is visible. On the desk, there is a white keyboard, a white mouse, a white mousepad, a white keyboard tray, a white vase, a white container with pens and scissors, and a white tray with a small white container. A black office chair is partially visible on the right side. The text "Service that changes hiring process" is overlaid on the image in a bold, sans-serif font. "Service that changes" is in black, and "hiring process" is in a teal color.

Service that changes hiring process

Database of structured candidate's CV

The screenshot displays a user interface for a candidate database. At the top, there are navigation icons and sorting options: 'Sort by' with 'Date' selected and 'Profile' as an alternative. On the right, there are filter sections: 'Choose by criterias', 'Job type', 'Availability', and 'Profil fulfillment'. The main area shows a list of four candidates, each with a profile picture, name, age, nationality, language skills, experience, and job roles.

Profile Picture	Name	Age	Nationality	Language Skills	Experience	Job Roles
	Karl Shteinberg	39 y.o.	Estonia	Basic English, Greek	No experience	Hostess Waiter
	Lilia Karlova	34 y.o.	Russia	Intermediate English, Russian	1—3 years	Hairdresser Administrator
	Nathaly Jacobs	23 y.o.	German	Upper-Intermediate English, German	4—6 years	Animator
	Regina Kretova	18 y.o.	Georgia	Advanced English, Hebrew	6+ years	Housekeeping Golf trainer

Sort by: Date (selected), Profile

Choose by criterias:

- Job type** (dropdown):
 - Waiter
 - Claning staff
 - Kichen staff
 - Animation
 - Pool staff
 - Reseption staff
 - Guests welcoming
 - Maintance
 - Security
 - All
- Availability** (dropdown):
 - As soon as possible
 - In several weeks/months
 - Next season
 - All
- Profil fulfillment** (dropdown)



Karl Schteinberg

39 y.o., Estonia



Lilia Karlova

34 y.o., Russia



Nathaly Jacobs

23 y.o., German



Regina Kretova

18 y.o., Georgia



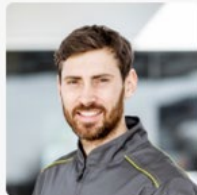
Angelis Constantinou

26 y.o., Moldova



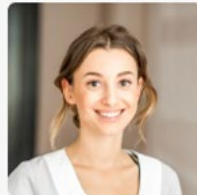
Tolia Kaschak

25 y.o., Latvia



Valeska Kamen

39 y.o., Estonia

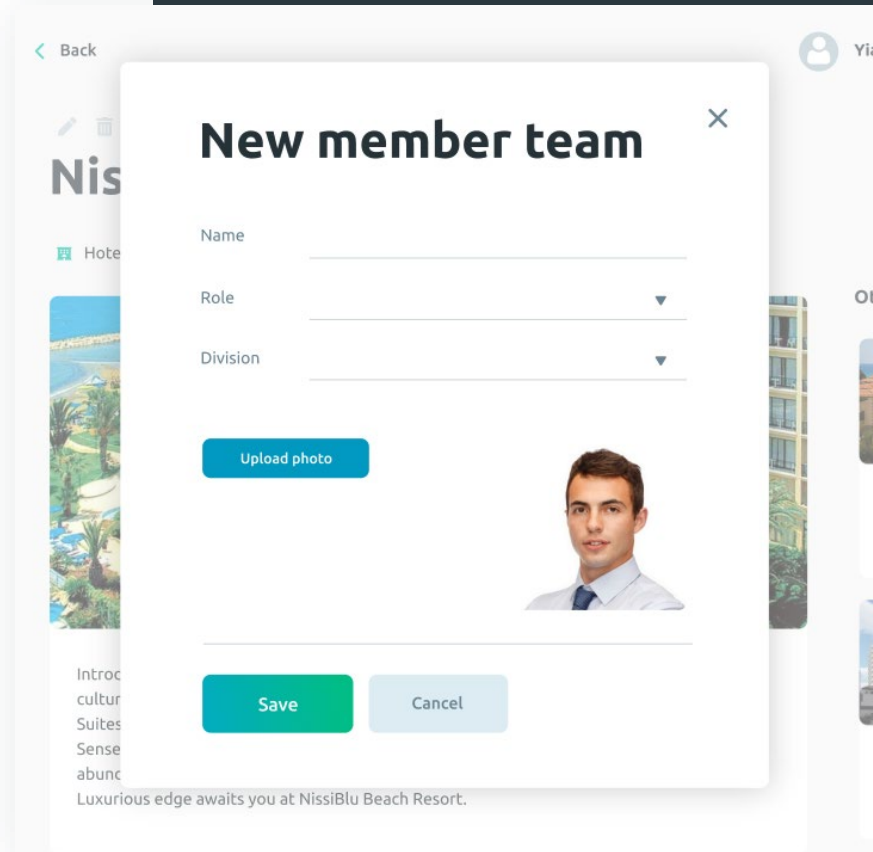


Wislawa Kobliska

34 y.o., Russia

Recommendation system

Teamwork



Object info ?

* Choose the object

Add New Object ▼

* Object name

* Address

Enter a location

* Type

Type ▼

Vacancy description ?

* Job title

* Photos ?

Choose Photo from Our Gallery

**Automated
communication with
candidates and
mass CV Search**

Chats and calls

The image displays two overlapping chat windows. The background window is a desktop web interface for a chat with 'Yiannis Charalambous'. It features a 'Back' button, a 'Logout' link, and a 'Chats' header. The chat history shows a conversation starting at 18:15:14 with a teal message: 'Hi! We liked your CV and video interview, can you come up for an interview at 10:00 on Monday?'. A grey response at 18:20:12 says: 'Yes, I can come on Monday. Do I need to take some documents?'. A second teal message at 18:22:47 states: 'No documents are required for the interview. I have all the necessary information in your profile.' Below this is a 'Typed...' indicator. The input field at the bottom contains the text 'Thanks' and a blue send button.

The foreground window is a mobile chat interface for a conversation with 'Jackson Perkins', a 'Lavoria HR-Manager'. It shows a similar conversation history: a teal message at 18:15, a grey response at 18:20, and a teal message at 18:22. The input field at the bottom contains 'Type Message' and a blue send button. The mobile interface also includes a status bar at the top with the time 9:41 and signal strength indicators.

On the right side of the desktop interface, there are sections for 'Candidate' and 'Chat members'. The 'Candidate' section lists 'Lilia Karlova' as a 'Job seeker' and 'Hostess' at 'NissiBlu Hotel Resort'. The 'Chat members' section lists 'Kirill Kirillov' and 'Ivan Petrov'.



Video interviews

Human resources management system (HRM) and HR tools

The screenshot shows a user interface for a hiring progress dashboard. At the top right, the user is identified as 'Yiannis Charalambous' with a 'Logout' link. The main heading is 'Hiring progress'. Below this, there is a control bar with a checked 'Assign to' checkbox, a dropdown menu currently showing 'Select', and a 'Confirm' button. The dropdown menu is open, showing two options: 'Kirill Kirillov' and 'Ivan Petrov'. The dashboard is divided into five columns representing different stages of the hiring process: 'Job seekers' (5), 'Potential Workers' (1), 'Approved' (2), and 'Hired' (0). Each column contains a grid of candidate cards. Each card features a profile picture, the candidate's name, date of birth (02 Feb 1992), gender, and job title. A 'Reject' button and an 'Accept' button are visible at the bottom of the cards. The 'Approved' column has a yellow checkmark icon in its top right corner.

Yiannis Charalambous Logout

Hiring progress

Assign to Select Confirm

- Kirill Kirillov
- Ivan Petrov

Job seekers	Potential Workers	Approved	Hired
5	1	2	0

Valeska Kamen
02 Feb 1992
Male
Doorman, Concierge...

Acantha Kouris
02 Feb 1992
Male
Doorman, Concierge...

Karl Schteinberg
02 Feb 1992
Male
Constraction worker

Abel Vanyo
02 Feb 1992
Male
Doorman, Concierge...

Nathaly Jacobs
02 Feb 1992
Female
Doorman, Concierge...

Lilia Karlova
02 Feb 1992
Female
Hostess, Doorman, Concierge, Operator, Bellhop,

Aaden Vajda
02 Feb 1992
Female
Doorman, Concierge...

Danielopoulos
02 Feb 1992

Reject Accept

Services that change hiring process



Database of structured candidate's CV



Recommendation system



Teamwork



Automated communication with candidates



Chats and calls



Video interviews



Human resources management system (HRM)



HR tools



Mass CV search

What will **you** get?



Up to 70%
reduction in
recruitment costs



Reduced time for
hiring process
up to 75%

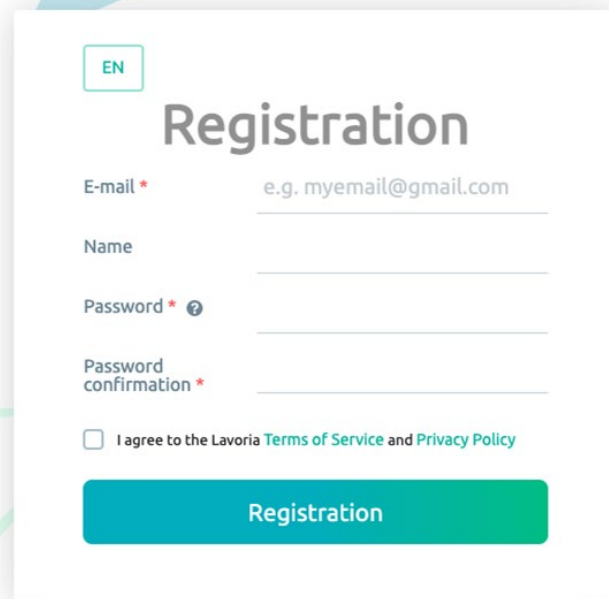


The number of
candidates ready to
come back next
season will increase
up to 20%

Where to start?

- 01 Go to the portal
portal.lavoria.com
- 02 Register by filling out
a short form
- 03 Post vacancies and
search for candidates!

If you have any questions, please
contact us support@lavoria.com

A screenshot of a web registration form titled "Registration". At the top left, there is a language selector button labeled "EN". The form contains several input fields: "E-mail *" with a placeholder "e.g. myemail@gmail.com", "Name", "Password *" with a help icon, and "Password confirmation *". Below these fields is a checkbox labeled "I agree to the Lavoria Terms of Service and Privacy Policy". At the bottom of the form is a large teal button labeled "Registration".

EN

Registration

E-mail * e.g. myemail@gmail.com

Name

Password * ⓘ

Password confirmation *

I agree to the Lavoria [Terms of Service](#) and [Privacy Policy](#)

Registration

Before Lavoria



After Lavoria



Trial and plans



Free trial until the
end of 2021



An opportunity to
search for candidates
from 25 EUR

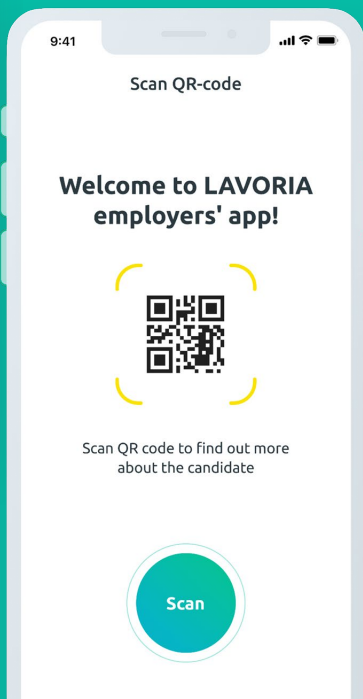
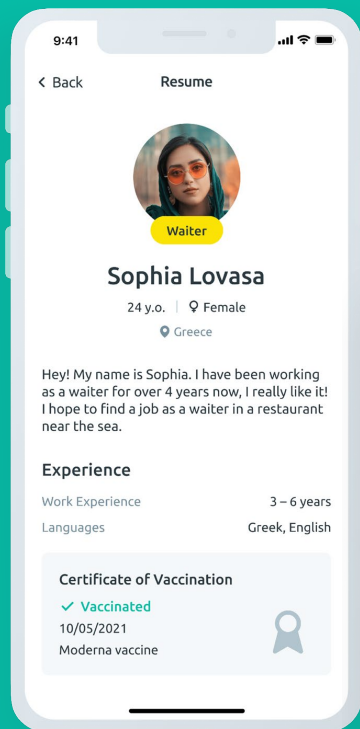


Discount on all plans
or the official launch
participants

Coming soon

- 01 Employer's mobile app
- 02 New services to simplify and improve the quality of the hiring process
- 03 Entering new markets
- 04 Forming a community of employers and candidates
- 05 Digitize the entire global recruiting process by 2024





Download Lavoria app for Employer



Our team



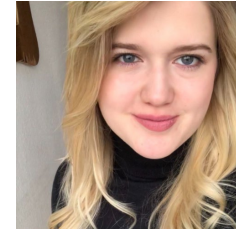
Ivan
Co-founder



Anatoliy
Co-founder



Daria
COO



Anastasia
Project manager



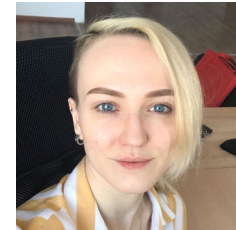
Alexey
Mobile team-lead



Denis
Dev team-lead



Anastasia
QA engineer



Elizaveta
Designer



Thanks for watching!

If you have any questions, please
contact us support@lavoria.com

