

# Woosender AI Sales Agent Advocates for Better Use of Human Time in Recruitment

**Stephen Garbesi, founder of Woosender AI Sales Agent in the United States, is encouraging organisations to rethink how recruiters spend their time and focus more resources on meaningful candidate conversations rather than administrative work.**

**New York City, New York Aug 31, 2026 ([Issuewire.com](https://www.issuewire.com))** - Stephen Garbesi, founder of Woosender AI Sales Agent, is raising awareness about what he sees as one of the most overlooked challenges in recruitment today: highly skilled recruiters spending too much time on administrative tasks and not enough time engaging qualified candidates.

According to Garbesi, many organisations continue to struggle with staffing shortages, growing candidate databases, and increasing communication demands. As a result, recruiters often spend large portions of their day validating contact information, sending follow-up messages, scheduling meetings, and managing outreach lists rather than meeting with prospective candidates.

"Many teams simply don't have enough staff nor the time to handle all communications with prospects while interviewing new recruits," Garbesi said.

The issue became particularly evident during a pilot programme conducted with the New York City Recruiting Battalion. The challenge facing recruiters was straightforward: there were more prospective recruits to contact than staff members available to manage the outreach.

Rather than asking recruiters to work longer hours, the pilot focused on improving efficiency.

WooSender's AI Assistant was tasked with validating contact information, identifying interested individuals, and scheduling appointments with recruiters.

The results demonstrated the potential impact of automation when applied to repetitive communication tasks.

During the pilot, WooSender worked through a database of 3,800 contacts. The system validated 3,174 contacts, identified 202 interested prospects, scheduled 145 appointments, and ultimately helped process 26 recruits.

According to the case study, the programme generated ten times the battalion's previous direct outreach results.

Garbesi believes the most important takeaway was not the technology itself, but how it changed the way recruiters spent their time.

"Now your staff can spend twice the time taking actual in-person meetings with serious recruits by letting our AI do all the tedious work," he said.

Industry experts have long warned about recruiter workload challenges. Research from LinkedIn and SHRM has found that recruiting teams are increasingly being asked to manage larger candidate pools while maintaining personalised communication and positive candidate experiences.

Garbesi argues that many organisations are attempting to solve the problem by adding more manual work rather than improving their systems.

"The question isn't always whether you need more people," he said. "Sometimes the question is whether your current team has the tools needed to operate efficiently."

The Woosender AI Sales Agent was designed around that principle. By handling contact validation, qualification, appointment scheduling, and follow-up communication, the platform allows recruiters to focus on evaluating candidates and building relationships.

Garbesi believes this approach has applications well beyond military recruitment.

"Whether you're recruiting employees, enrolling students, scheduling consultations, or engaging customers, the challenge is often the same," he said. "People spend too much time on repetitive communication tasks and not enough time on meaningful conversations."

As organisations continue to face hiring challenges and resource constraints, Garbesi hopes more leaders will evaluate how their teams spend their time.

"Technology should enhance human communication, not replace it entirely," he said. "The goal is to help people focus on the work that creates the most value."

## **Call to Action**

Garbesi encourages recruitment leaders, hiring managers, educational institutions, and workforce development organisations to evaluate how much time their teams spend on administrative communication activities. Reviewing outreach processes, appointment scheduling, contact validation, and follow-up workflows may reveal opportunities to improve productivity while allowing recruiters to spend more time with qualified candidates.

To read the full interview, visit the website [here](#).

## **About Woosender AI Sales Agent**

Woosender AI Sales Agent is an artificial intelligence-powered communication platform that validates contacts, qualifies prospects, schedules appointments, and automates follow-up communication. Founded by Stephen Garbesi, the platform is designed to help organisations improve productivity, increase communication efficiency, and allow teams to focus on higher-value interactions. The platform serves industries including recruiting, education, healthcare, legal services, financial services, insurance, and home services.

## **Contact:**

[Info@woosender.com](mailto:Info@woosender.com)

## Media Contact

Woosender Inc

\*\*\*\*\*@woosender.com

<http://woosender.com>

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