

Job Change & Alumni

Executive Career Intelligence

SCHEDULE	TRACKED	COST	COST / PROFILE
Mon/Thu 8:00 UTC	1,400+ individuals	~\$115/mo	\$0.003

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Overview

Job Change & Alumni monitors 1,400+ tracked individuals for career moves, promotions, and company changes. Each run scrapes LinkedIn profiles via Apify, compares current titles and companies against stored records, and uses Claude Haiku to classify the nature of each change. Detected changes are flagged for the BD Radar briefing, enabling consultants to reach out at exactly the right moment when a contact moves to a new role or company.

At \$0.003 per profile, the agent processes the entire tracked universe for under \$5 per run. Eight runs per month provide near-continuous coverage of executive movements.



How It Works

- 1 **Load Tracked Individuals**
Pull 1,400+ profiles from Airtable including LinkedIn URLs, stored titles, companies, and MDP coverage assignments.

- 2 **Scrape LinkedIn Profiles**
Apify actor `supreme_coder~linkedin-profile-scraper` fetches current profile data at \$3/1,000 profiles (150x cheaper than our original actor). Extracts title, company, location, headline, and full experience history.

- 3 **Detect Changes**
Compare scraped data against stored records. Title, company, and location fields are diffed to identify any movement since the last run.

- 4 **Classify with Claude Haiku 4.5**
Claude Haiku 4.5 (`claude-haiku-4-5-20251001`) classifies each detected change into one of six types within a 7-day detection window: Promotion, Started New Role, Ended Role, Started Board Role, Changed Board Role, or Ended Board Role.

- 5 **Update Airtable**
Write change records with classification, previous and new data, and BD Radar flag. MDP-matched changes appear in the next briefing cycle.

CLASSIFICATION TYPES (6 CATEGORIES, 7-DAY DETECTION WINDOW)

- **Promotion**
Same company, higher title or expanded scope
- **Ended Role**
Departed position with no successor role detected
- **Changed Board Role**
Shifted board committee or chair status
- **Started New Role**
Moved to a new company or entirely new position
- **Started Board Role**
Appointed to a board of directors position
- **Ended Board Role**
Stepped down from board position

APIS & SERVICES

Apify (`supreme_coder~linkedin-profile-scraper`)

Claude Haiku 4.5 (`claude-haiku-4-5-20251001`)

Airtable

MONTHLY COST BREAKDOWN

~\$115/month total. Primarily Apify scraping at \$0.003/profile across 1,400 individuals over 8 runs per month (~\$33.60), plus Claude Haiku classification costs for detected changes.