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Free Resume Candidate Reference 090422-3

**Why This Candidate?**

- YII Full desk recruiting
- YII Candidate sourcing from various resources
- YII Sourcing and cold calling to passive candidates
- YII Pre-screen, interview and present candidates
- YII Negotiate salaries
- YII Navigate candidate objections
- YII Sell company brand to candidates

**PROFESSIONAL EXPERIENCE**

**Sr. IT Recruiter**

09/07 – Present

Matrix Resources – Professional services

- Responsible for identifying talented candidates and assisting with the entire recruiting process from sourcing to hire per account manager’s direction.
- Expert in advanced recruiting and sales techniques working within a high volume environment. Experience with full life cycle recruiting from nuts & bolts to include; sourcing, phone screening, in person behavioral based interviews, administering tests and background checks/reference checking across a complete range of skill set and disciplines providing staffing solutions on a project, contract and permanent basis
- **Awarded Activity hound period 11, 12 and 13 2007**
- **Maintain consultant hiring gross profit margin at or above 50%**
- **Made \$227,541 in revenue for 2008**

## Senior IT Recruiter

**03/04-09/07**

Technical Resource Group, Atlanta, GA

- Utilize and establish, proven recruiting resources to build a network of qualified candidates to recruit, submit and close on various job orders.
- Responsibilities include: Identify, recruit and interview talented candidates by engaging in sourcing activities, determine and implementing appropriate recruiting techniques across a complete range of disciplines with clients' nationwide providing staffing solutions on a contract and contract/permanent placement basis.
- **Recruiter of the year 8 out of 12 months 2006 & most revenue generated by a recruiter in 2006**
- **Made \$180,000 in revenue for 2006**

### **Business Development/Account Manager**

01/02-2/04 (PT then moved to FT)

1 Source Solutions, Inc, Atlanta, GA

A Premier provider of strategic services to provide business development and build sales pipelines for IT companies within Atlanta. Complete inside sales and prospecting of leads to qualify and pre close the sale prior to the appointment. Responsibilities include:

YII Market research and appointment setting

YII Lead generation and sales pipeline fulfillment

### **Inside Sales/Business Development Rep**

09/00-10/02

Interwoven formerly MediaBin Inc, Atlanta, GA

Specialized in cold calling Fortune 500 and 1000 Companies to purchase our Enterprise Content Management Software Mediabin Involved in all facets of business development, prospecting and lead management strategies to increase the sales pipeline and drive revenue. Responsibilities included:

- Seminar calling, campaign follow-up and relationship building
- Lead generation, cold calling
- Solution selling strategies, messages and tools

Drove new opportunities for my Regional Sales Managers within a geographic territory. Responsible for hosting the pharmaceutical web seminars for all territories. Received vast amounts of recognition from Regional Sales Managers while helping create results in huge revenue spikes exceeding monthly and quarterly quotas by 37%. Major clients closed are:

- **Converse**
- **AstraZeneca**
- **Becton Dickinson**
- **Synthes, USA.**
- **Reebok**

#### **Account Manager/Inside Sales**

8/99-9/00

Enrev/Advanced Charger Technology, Atlanta, GA

Responsible for the sales of high technology electronic products to VARS, government agencies and institutions worldwide. Managed a territory and identified all new opportunities and built relationships through cold calling and referrals from existing clients within a geographic territory. Negotiated all aspects of sales cycle to ensure competitive pricing was within the market segment

#### **Senior Sales Representative**

06/94-07/99 **Liuski International Atlanta, GA**

A Distributor of hardware and software I sold high-end Desktops, Laptops, Peripherals and software to OEMs, Vars, Fortune 500 companies, and International accounts through cold calling, lead generation and territory management. Implemented marketing strategies to capture greater percentage of the market share. Custom configured computer systems to client's specifications.

- Initial monthly quota was **\$50,000**. Exceeded monthly quota by **\$300,000**

### **COMPUTER SKILLS**

Lotus Notes, Excel, PowerPoint, Recruitmax, SalesLogix, Salesforce, Goldmine, ACT

#### **EDUCATION**

Bachelor of Arts: Health and Human Services/minor Sociology- SUNY Buffalo, May 1988.

**REFERENCES** AVAILABLE UPON REQUEST