

Profile

My professional Sales & Recruiting experience spans a wide range of industries, including Construction, Manufacturing, E-commerce, Real Estate, Digital Marketing, Software Solutions, Finance, and B2B, Recruitment Services, Marketing Automation, AI, Lead Generation. Throughout my career, I've consistently demonstrated a strong ability to navigate complex sales environments, leveraging my deep understanding of technology and SAAS to consistently surpass targets.

Beyond my individual achievements, I've also had the privilege of building and managing high-performing sales & recruiting teams. My role goes beyond just executing sales; I actively contribute to crafting compelling offers and marketing strategies for companies, playing a key part in their growth strategies.

Skills – *Recruiting, High Ticket Sales, Expert Closer, Professional Services, Copywriting, Lead Generation, Digital Marketing, Social Media Marketing, Appointment Setting*

Experience

- 5+ years of High-Ticket Closing
- 10+ years of Professional Services Sales
- 10+ years of Recruiting & Consulting Sales
- 10+ years leading sales teams
- Extensive sales training – Cole Gordon, Jeremy Miner, Easton University, GAP, SPIN
- Strong technical knowledge – SaaS, Automation, AI, Marketing Automation

Industries Served:

AI, Automation, SaaS, Digital Media, Interactive Advertising, Mobile, Web, Social Media, Software, Hardware, Security & Surveillance, Electronic Manufacturing, Aerospace, Defense, Energy Services, Business Services, Transportation, Logistics and Hospitality, Banking/Finance, Real Estate, Insurance, Mortgage, Financial Services, Healthcare, Telecommunications, Consulting, Start Up/Pre IPO, Fortune 100/500/1000, etc.

Professional History:

High Ticket Sales – 2021 – Present

- *Global Capitalista – \$1.8MM in cash collected*
- *Lead Latchers - \$1.25MM in cash collected*
- *Company Confidential - \$800K in cash collected*

Jobot November 2018 – 2021 Sr. Recruiting Manager

- 4th Recruiter/Recruiting Manager hired at Jobot
- Helped grow the company to over 700 employees and over \$100MM in revenue
- Consistently maintained over \$400K annual personal billing
- Trained and Managed the Recruiter of The Year in 2019 & 2020
- Annual team production consistently over \$3MM in revenue
- Managed a team of 7 full-desk recruiters. Promoted an additional 3 into management roles

DataMine Search Group March 2015 - November 2018 National Recruiter - Contract/Retained/Contingent

TEEMA Solutions Group April 2014 – March 2015 Sr. Technical Recruiter

CyberCoders May 2009 – April 2014 Sr. Technical Recruiter & Recruiting Manager

RemX Specialty Staffing Dec 2007 – May 2009 Sr. IT Recruiter & Market Manager

RandWay Global Aug 2001 – Oct 2007 Sr. Technical Recruiter & Principal

Skills

Applicant Tracking Systems, Sourcing, Recruiting, Technical Recruiting, Talent Acquisition, Human Resources, Talent Management, Great Motivator, Inspiring People, Team Building, Hiring, Interviews, Leadership, Resume Writing, Personnel Management, Management, Temporary Placement, Performance Management, Internet Recruiting, College Recruiting, Social Media, Executive Search, HRIS, Workforce Planning, Taleo, Succession Planning, Contract Recruitment, Screening, Staffing Services, Cold Calling, Employer Branding, Building Relationships, Temporary Staffing, HR Policies, Team Management

Education

University of Arizona – Major: English Literature

References per request