

Your Name

My Address, My Suburb QLD 4000

Phone: 1300 303 334

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Email: andrew@SearchtoEmploy.com

Personal Information

- Australian Resident
- Born in Australia
- Looking for Casual, Part-Time, Full-Time, Contract Work
- Have Own Transport (Car)
- Languages: English

Career Objective

To lend my skill as a professional Recruitment and retention specialist, to a dynamic and growing business.

Professional Summary

I have a very strong Recruitment & Sales background spanning 15yrs. I have a very strong aptitude with people and thrive on fast paced environments and over achieving targets.....

Industry Experience

- HR & Recruitment > Executive Recruitment (15 years, 3 months)
- Sales & Marketing > Account Management (15 years, 3 months)

Skill Summary

Sales, Management, People, Problem Solving

Application	Proficiency
Microsoft Office Suite	Intermediate
MYOB	Beginner
Internet	Advanced
Powerpoint	Intermediate
Act by Sage CRM	Intermediate
Fast Track Recruitment System	Intermediate
SAP	Intermediate
HTML	Intermediate
PHP	Beginner
Social Media	Advanced
Social Network Strategy	Advanced
nt3 Recruitment System	Advanced
CS4	Intermediate
Custom Software Design	Advanced

Employment History

Sep 2005 - Current www.SearchtoEmploy.com, CEO

SearchtoEmploy.com is the worlds most advanced and cost effective Digital Resume Database / Job Board. I have been involved with all of the growth of our business since I conceived the idea in 2005. I have implemented all sales drivers, key 3rd party relationships, educated them on HR processes, initiated development and revised all outcomes. I have implemented Social Media strategies and leveraged off relationships to help spread the word. I have set budgets for the project and taken one of the most unique Jobsite products ever seen to the market. I have managed to hand pick and select a fantastic team that have been instrumental in the growth of our reputation.

Nov 2004 - Sep 2008 nt3 Recruiting Training Consulting Pty Ltd, Director

In just under 4 years, I grew nt3 Recruiting into one of the most respected Recruitment brands in the QLD Banking & Finance Market. Annual turnover was over \$3.8 million topping out at 9 staff. Using unrivalled market knowledge, Reverse Marketing Strategies and performace based agreements with key clients, I managed to secure preferred supplier agreements with almost every banking and financial institution in QLD within 6 months of opening the doors. Our main focus was the recruitment of Executive level candidates within the Funds Management & Financial Planning insustry sector. nt3 no doubt took a huge market share, even in some instances our competitors referred their candidates to us because of our strong key relationships within companies that their candidates wanted to work for.

Feb 2004 - Oct 2004 Chandler Macleod , Executive Banking & Finance Recruiter

I was hired on a contract to assist, develop and maintain a strong client Database within the banking & finance industry for Specialist Recruitment Services! The main aspect of the role was to search, find and successfully put the right skilled candidates in front of our decision making clients and provide both parties enough information about each other to make the right choice in hiring and accepting job offers!

Apr 2003 - Jan 2004 Hudson, Executive Banking & Finance Recruiter in Brisbane

Hudson QLD for 9 months on a contract basis, to establish a strong Banking and Finance Recruitment presence in the QLD market, put in systems and procedures and train staff / change culture. By demonstrating our understanding of the industry, we quickly gained traction, wining over 9 preferred supplier agreements within the first 3 months, equating to over \$400,000 PQ

Jan 2000 - Oct 2003 Walker Hamill, Banking & Finance Recruiter

I was initially Employed as a trainee Recruiter, Specialising in the Banking, Finance & Insurance sector. Quickly, I was trained about the nature of the business and moved toward Recruiting contractors into the Superannuation & Insurance market with huge success. After only a short time, I was one of the top, consistent, billing consultants in the business, with annual revenue generated around \$400,000pa - \$800,000pa +. I soon moved into Recruiting

Permanent staff, which I found very easy compared to the contracting desk I built from scratch. Working very closely with the Directors of the business, I feel I was lucky enough to be trained by some of the best Recruiters in the market.

Apr 1997 - Dec 1999 Paul Morgan Securities, Stock Broker (Options)

My role started at Paul Morgan Securities as a trainee Stock Broker in 97. I was lucky enough to be trained by one of the best Brokers in Sydney. I was taught how to trade Options and build a client base. I started my trading account off with a 14 million injection after I spoke on Options at a trade fair. It was the most money any trainee in Australia had ever been given to start trading with. Our team went on to build up one of the biggest trading desks in the country and as a result our business was purchased by Goldman Sachs JB Were in 99.

Education / Qualifications

2003 Sales Qualifications

Turn Objections into Sales, Sydney

2002 Bachelor of Business

Queensland University of Technology, Brisbane

2000 Level 4 Workplace Trainer

Train the Trainer, Sydney

1993 HSC

Mt Carmel Private High School, Varroville - Sydney

Licences

- Full Drivers Licence (11 years)
- Marine Boat Licence (2 years)
- Personal Water Craft (2 years)
- Forklift Licence (5 years)
- Helicopter Pilot Licence (3 years)

Additional Information

Professional Memberships

RCSA, ANZIIF

Personal Interests

Surfing, Fishing, Boating, Sailing, 4x4, Motorsport, Camping, Reading, Financial Markets, Environment, Sustainable Energy

Other

I am a family focused individual

Referees

Andrew Turnbull, CEO

Phone: 0404 000 000 Email: myboss@SearchtoEmploy.com

Please contact within business hours.

Another Ref, Past Employer

Phone: 02 000 000 Email: past.employer@SearchtoEmploy.com

Please contact within business hours