

Christian A. Kalama

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STRATEGIC/INNOVATIVE

Ambitious, result-driven, and multifaceted leader with a specialization in building, maintaining, and facilitating strong relationships with clients, businesses, and potential job candidates. Harboring an exquisite attention to detail and noticing minute factors that change systems. Highly experienced at utilizing relationship management skills to collaborate across client settings while fostering cohesive relationships with both internal and external partners. Experience managing several job orders simultaneously while also managing client expectations. Ultimately possessing a strong skill set in establishing connections, building rapport, and facilitating B2B growth.

CORE COMPETENCIES

- Vendor Negotiation
- Client Management
- Presenting Job Orders
- Relationship Management
- Cold Calling/Warm Solicitations

- Decision Making / Attention to Detail
- Prioritization of Duties & Time Management
- Articulate Public Speaking
- Candidate Guidance and Motivation
- B2C & B2B Interviewing and Screening

PROFESSIONAL EXPERIENCE

Frank Recruitment Group, MFI, Chicago, IL

Feb. 2020 – Apr. 2020(laid off)

Salesforce Technical Team Leader

- Assisted with generating and driving a sales strategy to capture new Salesforce clients in the Chicagoland area.
- In 6 weeks, successfully interviewed, trained, and onboarded two new Technical Recruiters.
- Led The Salesforce Team in sourcing and interviewing most placeable candidates to generate a pipeline.
- Gained a profound understanding of the Salesforce ecosystem, Salesforce Certifications, and Salesforce professionals.
- Despite COVID-19, successfully captured new business client seeking Salesforce professionals.

K-Force Finance & Accounting, Chicago, IL

Aug. 2019 – Jan. 2020

Fin-Tech Client Relationship Specialist

- Help spearhead Finance/Accounting transformation into capturing Finance-Tech clients for staffing needs.
- Cold Call over 30 new & existing business contacts daily to schedule client visits to understand a client's needs.
- Maintain up to 10 job orders simultaneously and assist Delivery team with filtering candidates to client(s).
- Assist Delivery Team with Candidate Sourcing, dialing up to 40 potential candidates weekly.
- Assist Candidates with Underwriting Programs, Excel, and WPM Tests to ensure Client's requirements were met.
- Travel across Chicagoland to meet clients, assist candidates with their first day, and address any additional needs for clients.
- Built a Book of Business comprised mainly of Fortune 100 and Tech companies, accumulating over \$100k in YTD GP.

CS Recruiting, Highland Park, IL

Sept. 2018 - Aug. 2019

3rd-Party Logistics & Supply Chain Recruiter

- Utilize various sourcing strategies on multiple job platforms to identify strong candidates for job orders and potential clients.
- Cold Call & Solicit Distributors, 3rd Party Brokerages, Supply Chain Companies to capture new business.
- Screen & interview top-profile candidates for job orders and serve as a liaison between client & candidate.
- Coach and assist potential candidates with their career endeavors and future interviews.
- Maintain up to 12 job orders and efficiently funnel local candidates for clients across the U.S & Canada.
- Serve as an interim Account Manager for one week and managed client expectations regarding job orders.
- Proficient in Salesforce/JobScience and Bullhorn ATS systems.
- Successfully placed 10 candidates in 3 quarters utilizing leadership skills to guide candidates to success and managing client's expectations efficiently.

EDUCATION

University of Iowa: College of Liberal Arts & Sciences

08/2014 - 08/2018

- B.A: Psychology
- Minor: Human Resources

AWARDS/RECOGNITIONS

Shorts' Burger and Shine Restaurant, Iowa City, IA

Jul. 2017 - Jul. 2018

Head Bartender

- **Manage and maintain** inventory checks of liquor and food stock.
- **Check balancing** and issuing of checks to restaurant's multiple vendors.
- **Establish strong repertoire** with long-standing customers and provide advanced orders for clients.
- **Provide administrative support** for managerial functions including creating revised business deals to better company's profits.
- **Vastly improved** upon time management and interpersonal skills by balancing multiple projects and clients.

Sigma Nu Fraternity

Aug. 2014- Current

Scholarship Committee, Chaplain Committee

- Developed a strategic scholarship plan which increased the 150-man chapter's GPA by .3 points.
- Coordinated a multitude of brotherhood projects that banded together members in a harmonious fashion.
- Developed a style of leadership that insists on the maintenance of finer details and the facilitation of people to a greater common goal.

Corporate Recruiter Certificate

Jul. 2018-Aug. 2018

LYNDA Certificate

- Obtained critical knowledge and skills surrounding hiring processes based off performance evaluation.
- Established foundational information on LinkedIn Recruiter, Boolean Usage, and how to identify strong candidates.
- Discovered the multitude of Recruitment duties including Interviewing Strategies, 3rd-Party Recruitment, & Talent Sourcing.