**JULIE M. STORCH**

**917-887-6912** [jmsrecruiter@gmail.com](mailto:jmsrecruiter@gmail.com)

**EXECUTIVE SUMMARY**

Seasoned Executive Recruiter/Outside Sales Professional with experience in both Corporate and Agency side

Recruitment. Heavy emphasis on Digital Sales Recruitment within various industries including Publishing, Advertising, Industrial and Entertainment. Extensive experience with creating and building strong client relationships.

**Nov 2019-Present OMNICOM GROUP, Digital Media Agency NYC / Las Vegas, NV**

**Senior Digital Sales Recruiter (remote contract position)**

Senior Digital Recruiter on the Hearts & Science agency team. Work closely with hiring managers to fill positions for Ad Operations, Digital Activation, Programmatic, and Marketing Technology roles. Positions include Technology, Ad Ops, Strategists, Digital Supervisors, and Associate Directors. Source, screen and extend offers. Create weekly metrics reports for upper management. Work closely with hiring team to create job descriptions.

**Feb 2019-Dec 2019 BGTV DIGITAL ADVERTISING Las Vegas, NV**

**Senior Sales Account Executive**

Senior Sales Account Executive “Sales Hunter” responsible for building new business for Digital Media Sales. Responsible for Cold Calling and prospecting for new business, scheduling meetings, presenting our vast product line of Digital Media products (Digital Taxi Toppers. Digital Trucks, Billboards, Mailers) to both National and Local businesses throughout Las Vegas. Create pricing schedules and closing deals

**April 2018-Dec 2019 PAYCHEX, Digital Media Agency Las Vegas, NV**

**Senior Sales Recruiter (remote contract position)**

Senior Sales Recruiter working for a National team of Sales professionals. Responsible for sourcing, screening, interviewing, and selecting candidates for SMB and Mid-Level Market Sales opportunities throughout the organization. Provide daily metrics to track progress. Work closely with hiring managers to discuss various strategies for identifying top talent. Responsible for filling training classes for new hires every 2 weeks.

.**May 2017-March 2018 MGM RESORTS INTERNATIONAL Las Vegas, NV**

**Senior Sales Recruiting Consultant** *(contract position)*

Responsible for Full Life Cycle Recruiting for MGM’s Corporate Marketing Division. Positions include Software Engineers, UX Designers, Digital Web Analytics, and various Marketing Executive positions. Work closely with hiring managers on candidate recommendations, interviews and sourcing strategies. Create extensive pipelines and metrics for upper management. Oversee 2 Recruiting Coordinators who are responsible for the onboarding process and job postings.

**June 2016-April 2017 THE WEATHER COMPANY (an IBM Business) New York, NY**

**Senior Digital Technical Recruiter** *(contract position)*

Responsible for full life cycle Digital Sales and Technical Recruitment for The Weather Company’s various digital and analytics properties. Work closely on various positions including VP Level E-Commerce roles, Software Engineers, Digital Analytics, and Sales. Created sourcing methods and strategies to identify top talent for the organization, including Linkedin and Social Media, and industry resources/programs. Work closely with Hiring Managers (including C-Level), HRBP’s and Recruiting Associates to develop candidate profiles, salary reviews and onboarding processes. Create extensive pipelines for all departments for future recruitment efforts. Create orientation programs to create a seamless experience for new employees.

**May 2015-Nov 2016** **SUNRUN SOLAR New York, NY**

**Senior Sales Contract Recruiter**

Responsible for Sourcing, Screening, Interviewing and closing candidates for Sunrun’s NY/NJ based Sales team. Work closely with hiring managers to discuss various methods to attract top talent. Responsible for weekly metrics reporting. Utilize Linkedin Recruiter, Indeed, and University sites to attract and identify top talent. Led Recruitment team in fastest hires for weekly training classes.

# Oct 2013-May 2015 GANNETT DIGITAL MEDIA New York, NY

**Senior Sales Recruiter** *(contract position)*

Responsible for Full Life Cycle Recruitment for Gannett’s USA Today’s Sales Advertising team. Highly focused

Recruitment specializing in Digital and Internet Sales professionals, including knowledge of SEO, SEM, PPC, retargeting, behavioral advertising, and Social Media. Additional roles include Marketing, Radio Sales, and Technology. Partner with Hiring Managers and HRBP’s to develop job descriptions, source, interview and present candidates with offers. Responsible for developing metrics and creative ways to find top talent. Handle diversity hiring and best practices to ensure metrics are being met. Work with HRBP’s on pipelining strategies for future recruitment efforts.

# Jan 2012- Sept 2013 LIVE NATION ENTERTAINMENT New York, NY

**Senior Recruiter** *(contract position)*

Responsible for Full Life Cycle Recruitment for various divisions within Live Nation Entertainment, including Live

Nation Venues, Ticketmaster, House of Blues, TicketsNow and MusicToday. Positions include Digital Sales, SEO/SEM Managers, Sponsorship Sports Sales, Marketing, Ticketing Systems, Finance, Accounting, Client Services and Senior VP Sales opportunities**.**

**May 2009-Dec 2011 VARIOUS CLIENTS** *(Contract Positions)*  **New York, NY**

**Contract Sales/Marketing/Digital Sales Recruiter for various Fortune 100 companies throughout NY and Canada.** Worked closely with Hiring Managers, HR Business Partners and outside Vendors to create and execute dynamic recruitment strategies to attract and retain quality hires. Responsible for Full Life Cycle Recruitment for all hires.

**Clients Include: Weight Watchers, Elsevier, Scholastic, Reckitt Benckiser, Victaulic, DAC Group, Clarus Marketing.**

**March 2007-Oct 2008 COLGATE ORAL PHARMACEUTICALS.**  **New York, NY**

**Sales Recruitment Manager**

Responsible for staffing Colgate Oral Pharmaceutical’s North America Sales Division, including over 80 Field Sales positions, District Managers, Marketing Managers and Supply Chain professionals.

* Oversee staff of 2 HR Coordinators.
* Responsible for full life cycle recruitment for Colgate's National Pharmaceutical Sales force, from identifying candidates to interviewing, creating compensation offers, background checks, and full on-boarding process.
* Successfully filled over 80 Field Sales positions, including Outside Sales Representatives and District Managers, saving the company over $500k in agency fees.

# Nov 2005-Feb 2007 CONTRACT TECHNICAL RECRUITER New York, NY

**Worked with Fortune 100 clients, responsible for sourcing, screening, and delivering exceptional IT and Sales candidates for Company’s Internal Systems IT Infrastructure.** (Internal Systems includes complete organizations internal and proprietary IT infrastructure (HRIS, Telecom, Application Development, etc).  **Clients Include:** **Wachovia (Nov 2005-May 2006); Bloomberg (May 2006-Feb 2007)**

**EDUCATION**: **STATE UNIVERSITY COLLEGE AT BUFFALO -** Bachelors Degree**,** Business Administration

**TECHNICAL SKILLS: MS-Office Suite, Google Docs, SEO, Salesforce.com, Linkedin Recruiter, various ATS systems**

## (ICIMS, Taleo, Successfactors, Workday, Brassring, Oracle, Newton, ADP, Lever)