

Ferdinand Bierbaum



Ingeniero en Sistemas Computacionales

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01 EMPLOYMENT HISTORY

01/2022 — 01/2023	Talent Acquisition Specialist at Everst <i>Guadalajara</i> <ul style="list-style-type: none">Finding, engaging and activating passive candidates through Boolean search.Screening and interviewing candidates.Creating relationships with candidates to keep them engaged through the recruitment process.Reviewing candidates tests and challenges ensuring they meet the requirements of the project and integrate them effectively into the team.Organizing and coordinating interviews with candidates and hiring managers.Performed these responsibilities with clients based in the US, Europe and LATAM.
01/2023 — 06/2023	Business Development Representative at Everst <i>Guadalajara</i> <ul style="list-style-type: none">Prospecting and qualifying leads through various channels such as cold calling, email outreach, and social media engagement.Conducting research on target companies and industries to identify potential opportunities for business growth.Initiating and managing outbound communication with prospective clients to generate interest and schedule meetings for the sales team.Participating in sales meetings and training sessions to enhance product knowledge and sales skills.Contributing to the development and refinement of sales processes and procedures to improve efficiency and effectiveness.

02 EDUCATION

Aug 2021 — May 2026	Instituto Tecnológico y de Estudios Superiores de Occidente (ITESO) <i>Guadalajara</i> En curso (6to Semestre)
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03 SKILLS

Python	● ● ● ● ●	Java	● ● ● ● ●
JavaScript	● ● ● ● ●	SQL	● ● ● ● ●
HTML & CSS	● ● ● ● ●	NoSQL	● ● ● ● ●

04 LANGUAGES

Spanish	● ● ● ● ●	English	● ● ● ● ●
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