

Grant Shell

Shawnee, KS
CELL (314) 406-8547 • E-MAIL grantshell33@yahoo.com

PROFILE

I am a recruiter who can work in a team or independently just as effectively. Possessing strong interpersonal skills that allow me to connect and communicate to anyone. In my career I have handled everything from Clients, Candidates, On-Boarding, HR paperwork, negotiating, interviewing and more.

EXPERIENCE

Technical Recruiter, Advantage Tech

April 2019 - November 2020

- Cultivated relationships with account managers and clients to find out the details and needs for the roles that were looking to be filled
- Interviewed and trained new employees on the company's policies, procedures, and CRM
- Organized and ran networking events to find talent and expand brand awareness
- Lead candidates through the entire hiring process while coaching them to reach the desired outcome and maintain the information flow
- Created sourcing strategies to network and find passive talent while creating a pool of qualified candidates for future needs
- Developed broad range of knowledge on Software Development, Programming Languages, and emerging technologies
- Worked within a team to achieve company goals and to create an atmosphere of success

Proprietor, Shell Investments LLC

October 2017 - Present

- Started and ran my own Real Estate Investment Company focused on Single Family Home flipping.
- Oversaw the ordering of material, labor, permits, marketing, P&L and negotiations.
- Managed multiple properties and expanded the company to handle multiple projects at one time.
- Successfully transitioned the company to be solely an investment firm.

Sports Sales Manager, Dalton Georgia Convention and Visitors Bureau

Dalton GA, February 2014 - April 2018

- Responsible for all sales prospecting, Fam Tours, RFP's, contracts, organization of LOC's, volunteers, hotel housing, event operations, press, and sponsorships.
- Organized activities for sports tournaments to provide top tier events and experiences
- Represented Dalton Georgia Sports at national conferences, in social media and advertising campaigns.
- Developed and maintain a working relationship with the City, local Park and Recreation, local sports clubs and residents.
- Handling of tournaments and events, our larger events brought in over \$2.5 million dollars in economic impact for the city.

Account Manager, Management Recruiters Inc.,
Chattanooga TN, March 2013 - December 2013

- Worked as a full cycle recruiter in the Medical and Technology fields.
- Worked independently in client acquisition and talent scouting.
- Handled all negotiations with salaries and fees.

***Business Growth Manager*, Abstrakt Marketing Group**

St. Louis Mo, November 2012 - March 2013

- Direct liaison to three different Technology companies and USA Mortgage.
- Worked to help develop the marketing plan, social media and in charge of the lead generation.
- Won the award for number one sales team of the month three times.

***Project Operations Supervisor*, Executive Management Services (6 Month Contract)**

St. Louis MO, May 2012 - November 2012

- Trained new employees at multiple work sites.
- Managed multiple projects at all work sites.
- Liaison to the client.

***Management Trainee/Trainer/Recruiter*, Rocky Top Marketing Group Inc**

St. Louis MO, Chattanooga & Knoxville TN. July 2010 - May 2012

- Marketing and sales independent contractor for AT&T
- Worked with a team to develop ads and market for new personnel acquisitions.
- Managed my own team while helping open new offices in Chattanooga and Knoxville.
- Developed and implemented new strategies for training, marketing and sales techniques.
- Top performer in face to face direct marketing cold call sales.

EDUCATION

Bachelor of Science in Business Administration with a Concentration in Marketing

Westminster College, Fulton, Mo, 2008

Collegiate Baseball Athlete 04'-08'