

# **Gregory Michael Kristofor**

**Skills: Microsoft Office, ACT, Salesforce, LinkedIn**

## **EDUCATION**

Bachelor of Arts: Ursinus College, Collegeville, PA Business and Economics, Class of 2012

## **Professional Experience**

**TekSystems, Vienna VA**

January 2014- July 2014

**Government Technical Recruiter**

- Develop sourcing and recruiting strategies to identify candidates for federal integrator positions
- Screen potential candidates through reference checks, interviews, and talent assessments
- Negotiate wages, compensation packages, and terms and conditions of employment with potential candidates
- Manage contractors while on assignment including assessing, investigating, and resolving any conflicts on the contractor or client side
- Build relationships with potential contractors
- Build and maintain relationships with current contractors
- Set meetings with government clients and other potential decision makers to find business opportunities

**National Imaging Systems, Glen Burnie, MD**

June 2013- December 2013

**Sales Consultant**

- Research potential clients
- Prepare and deliver sales presentations to C level executives
- Work closely with the President to optimize sales opportunities
- Assess new client needs
- Create payment plans for equipment and services

**ELeadCorp, King of Prussia, PA**

December 2012-June 2013

**Business Development Representative**

- Prospect new business opportunities
- Act as a liaison between Microsoft, Avaya, and ShoreTel partners and their prospective clients
- Build relationships with account holders
- Manage sales pipeline
- Lead morning meetings
- Schedule appointments between partners and clients
- Consistently meet monthly appointment goals

*Highlights: Opportunities found valued upwards of 3 million dollars*

**Pathfinders Travel Magazine, Philadelphia, PA**

Summer 2012

**Marketing and Sales Intern**

- Research media/advertising contacts and their clients
- Manage client and contact database
- Make sales calls to prospective media buyers
- Engage consumers and businesses via social media websites
- Handle customer inquiries and new subscription orders