

Jimmy VALENTE
IT Business Development Manager
18Y Expertise in Recruitment

(EX = "Sr.IT Project Manager"/"Project Coordinator PCO" /" IT Director")

PROFILE SUMMARY

1. Languages:

- Perfectly bilingual With Excellent communication skills (Verbal -Written) in:
 - French (10/10)
 - English (10/10)

2. #Years in Business Development & Recruitment Business:

- **Business Development and Recruitment Director " 360"**
 - 18x successful Years experience (since 2006 to present)
 - **Awards Winner as successful IT Business Dev and Recruiter**

3. Actual Status

Business Development Manager & Senior Recruiter Dec 2022-Present
At : **H**orizon **T**echnologies **P**lacement

4. Availability

- Immediate as:
 - Incorporated Consultant Freelancer,
 - Or Permanent employee

EDUCATION:

1. **Master Degree** in Computer Sciences-Dauphine University - Paris-France
*Diplôme académique **MIAGE** (Maîtrise informatique Appliquée À la GEstion)

2. IT Certifications

- Many Programming Languages including C#, C+ (France)
- Applications System Analysis (Methodology "Merise") (France)
- Power Base Selling IT Technics of Sales (Greece)
- Project Management Office PMO/PMI/PMP (Montreal)

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ACQUIRED EXPERTISE

1. Sr. IT Business Development Manager (18y),
2. Sr. IT Recruiter 360 (18Y)
3. Manager / Director of Recruitment Placement Agency/Cabinet (1Y)
4. Sr. IT Project Manager (4Y)
5. Sr. IT Project Coordinator (PCO) (4Y)
6. Director of Information Technologies (8Y)
7. Enterprise General Manager (2Y)

PERSONAL SKILLS

- Successful Business Development with fast paced in Recruitment
- Most accurate personal Qualifications in Business Development and Recruitment closing Deals with clients at Fast paced
- Perfect Negotiator between client and candidate
- Excellent Team Manager, Team Player, Link Builder Client-Candidate,
- Conflict management, Establishment of a caring climate
- Strategic Resources Planner, Resources Mobilizer Actions Executer,
- Expert in formulation and implementation Processes, Reporting
- Coordination and Analytics, Synthesis, Leadership development.
- Practice recognition, Federate through good communication.
- Business Plan Builder (Organizational and Finances)
- IT Engineer (Master in Technologies) with +20 years experience as System Engineer on IBM Mainframe and Middleware
- Information Technologies Manager and Director (Staff Managed #10-#43)

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WORKING EXPERIENCE IN BUSINESS DEV & RECRUITMENT

Presently As:

Business Development and Recruitment Expert 360

- **HORIZON TECHNOLOGIES PLACEMENT** Nov. 2022 to -Present

Past Employers As:

Business development and Recruitment Manager "360"

Staffing Agencies (Montréal-Canada) :

- | | |
|---|-------------|
| ○ SERTI PLACEMENT | 2018-2022 |
| ○ INTELLIO INCLOUD Placement | 2016-2018 |
| ○ RANDSTAD TECHNOLOGIES | 2012 - 2016 |
| ○ TÉLÉ-RESSOURCES | 2010 - 2012 |
| ○ DRAKE INTERNATIONAL | 2008 - 2010 |
| ○ EIC (Expertise informatique conseils) | 2006 - 2008 |

TASKS ACCOMPLISHED

Between 2006-till now

- **IT Business Development and Recruitment (*winning awards thru High Quality metrics*):**

1) Business Development Skills

- fostering ongoing client & supplier relationship, sustainably adding value to meet strategic business goals, Efficient Marketing (Clients and candidates); Strategic decision Maker; Business planner;
- Client - Candidate strategic negotiator to concrete the offer (the Deal)

2) IT Recruitment Skills

- Understand client IT Requests, Speed and Efficiency Measures,
- Hiring need efficiency; Fastest Resources identifier & Recruitment plan Executor
- **Other tasks as Sr Recruiter:**
 - Preparing employee agreements,
 - Conducting background checks,
 - Professional reference checks,
 - Coordinating initial on boarding for new hires.
 - Assisting with Controlled Goods Reference Checks reference checks
 - Preparing New Hire File, collecting and managing all paperwork and file requirements
 - Other administrative duties as required

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3) Strategic Negotiation Skills

1. Shift Negotiation Mindset from Win-Lose to Win-Win,
2. Improve all business communications with Clients and Candidates
3. Possess the art of convincing both client and candidate to agree on the offer and to work together

4) Computer Skills

- "Hands On" in Information Technologies
 - a. *(IT system engineering (IBM Mainframe and Middleware),*
 - b. *Applications and Architecture system analysis,*
 - c. *Applications and System Programming with different languages):*
- **NB:** These in-depth IT skills allow me to react more quickly than any other recruiter because I very quickly understand the mandates of clients who find that I speak the same IT language convincing them to deal with me rather than with an HR recruiter.

TECHNICAL SKILLS

1) as Sr. System Analyst

- Applications and System Analysis using many methodologies.

2) as System Programmer

- Languages: IBM Assembler, Cobol, Fortran IV, C/C++, ESQL/C

3) Scripting:

- Shell, Powershell, IBM VMware, SQL, HTML, UML

4) as PCO (Project Coordinator) - PMO (Project manager)

- PMP PMI Project Manager, Macroscopic, Ms Project,
- Niku Portfolio Manager

5) as Data Base Administrator and DBA Programmer - Modeler

- SQL Server, SQL Queries, Informix /ESQL/C Programming,
- SAM-ISAM-DAM-VSAM, DB2, Oracle, Ms Access

6)-Platforms mastered:

- Ms Windows, Unix, Linux, IBM OS/390, Honeywell Bull DPX2000

7) Microsoft Tools:

- Outlook, Excel, Advanced Macros Excel, Word, Access, Powerpoint, LinkedIn

8) CRM: Act, Salesforce

REFERENCES UPON REQUEST