

# Lachlan, PETERSON

Brisbane, Australia

Tel: +61 (0) 439 750 438

Email: [lachlanpeterson@hotmail.com](mailto:lachlanpeterson@hotmail.com)

## Professional Summary

I am a highly motivated individual with strong communication, and interpersonal skills. Proven to be efficient in sales, meeting set KPI standards, target budgets for companies all while maintaining high customer and candidate satisfaction. Able to provide employers with a strong understanding of Cyber Security roles and the recruitment process from the candidate/talent side.

## Employment History

<b>Talent Acquisition – Cyber Security Humanised Group</b>	<b>November 2021 – Current</b>
<p>In my current role, I am responsible for the sourcing and talent pooling of IT professionals in the Cyber Security space. I am often the first point of contact for candidates and the initial representative for the company in security, so I strive to provide an excellent experience for candidates. I achieve this by giving career advice, finding ideal positions and companies for candidates, scheduling interviews, prepping candidates, and managing the process on the candidate side (check-ins, follow ups etc). The main areas I have been sourcing and recruiting for include:</p> <ul style="list-style-type: none"><li>• Information / Cyber Security &amp; Risk</li><li>• Security Analysts, Engineers, Architects &amp; Managers</li><li>• Incident Response &amp; Threat Intelligence</li><li>• Penetration Testers &amp; Red Teamers</li><li>• Security Network Engineers</li><li>• Security Consultants</li><li>• IT Governance, Risk and Compliance</li><li>• Digital Forensics and Incident Response</li></ul> <p><b>Sourcing</b></p> <p>When a new role comes in, I am responsible for writing up job ads from the Position Description, and setting up advertisements on Seek, Indeed and Humanised (Just People) work page. It is my duty to go through all the job applications for each role and call suitable candidates. I create short-lists for each role from direct applications, external sourcing (LinkedIn Recruiter, LinkedIn and Seek) and previous candidate pools (JobAdder).</p> <p><b>Candidate Pooling</b></p> <p>Outside of direct applications, my role is very focussed around the talent pooling of candidates, as the market in Cyber is so passive. Candidates are often risk adverse by nature, so there is a need for me to build long lasting relationships for the future.</p> <p>While searching LinkedIn Recruiter for specific roles, I am constantly updating my general candidate pools using the Projects feature. This allows me to stay up-to-date and get notified when good candidates change their current work status to 'Open to Work'.</p> <p>I have also setup Seek searches for each type of role I recruit, so each day I will spend some time checking recently updated profiles. This speed to market not</p>	

<p>only shows competency to candidates, but also allows me to close off and start working with new candidates entering the market.</p> <p>As I speak to all candidates via LinkedIn, Recruiter, Seek and Job Applications; I am constantly updating our JobAdder database with notes, and talent pooling candidates into my personal folders.</p> <p><b>Casual Sales Assistant</b> <b>Connor Clothing Pty Ltd</b></p> <p><b>Responsibilities:</b></p> <p><b>Sales</b></p> <ul style="list-style-type: none"> <li>• Greeting customers and assisting shoppers to find the products they are after,</li> <li>• Responsible for processing cash and card payments,</li> <li>• Answering any queries or complications customers may have with the product of just general policies</li> <li>• Meeting daily and weekly budgets while maintaining high KPI's</li> </ul> <p><b>Stock</b></p> <ul style="list-style-type: none"> <li>• Involved in stock control and management,</li> <li>• Unpacking and stocking shelves with merchandise, and</li> <li>• Reporting any discrepancies to the store manager.</li> </ul> <p><b>Visual merchandising</b></p> <ul style="list-style-type: none"> <li>• Involved in changing special promotional offers within the store,</li> <li>• Putting up displays and changing signage,</li> <li>• Moving product to ensure the store is visually appealing to the customer, and</li> <li>• Keeping the store tidy and clean – this includes vacuuming and wiping mirrors.</li> </ul> <p><b>Running store days</b></p> <ul style="list-style-type: none"> <li>• Opening and closing the store,</li> <li>• Counting and balancing the float/till, and</li> <li>• Leading and delegating tasks to other casuals</li> <li>• Prioritizing specific tasks based on urgency and importance.</li> </ul>	<p><b>November 2016 – October 2021</b></p>
---	--

## Education and Qualifications

<p><b>Bachelor of Psychological Science</b> <b>The University of Queensland (UQ)</b></p>	<p><b>2014 – Current</b></p>
<p><b>St Peters Lutheran College</b> <b>Indooroopilly Campus</b></p> <ul style="list-style-type: none"> <li>• <b>Senior Certificate OP 5</b></li> <li>• <b>Certificate II in Information Technology</b></li> </ul>	<p><b>2008 – 2013</b></p>

## Key Skills and Strengths

- Excellent communication and interpersonal skills, allowing for well-developed interactions with all types of people.
- Enthusiastic and cooperative member of any team, showing commitment to all activities undertaken.
- A motivated forward thinker focused on servicing both internal and external customers.
- Someone who works well with all levels of staff and treats everyone with respect.
- Punctual and reliable, willing to take instructions and prioritizes numerous tasks in an efficient manner.
- Technical proficiency: Adobe Package (Photoshop, Premier), Microsoft Windows 10, Microsoft Office (Word, Excel, PowerPoint).

**Interests**

I am interested in the relationship between sales and interpersonal communication skills. This has been formed through the combination of my psychology study, work at Connor and Humanised Group. Through thorough knowledge and improved interpersonal relationship skills, I hope to improve and further my potential in sales related careers.

Outside of work, I am passionate about Nutrition and Health. I am a member of a rock-climbing gym and I love playing football (futsal & 7-side). I am also interested in Men's fashion, video games and watching Formula 1.

**References**

Referees available upon request.