

IT Security Recruiter/Market Analyst IT Security Recruiter/Market Analyst IT Security Recruiter/Market Analyst Costa Mesa, CA Work Experience IT Security Recruiter/Market Analyst TEKsystems October 2015 to July 2016 Spearhead and develop the IT Security vertical in the local Orange County market Broke several new accounts in multiple markets Network and build strong relationships with C level executives and hiring managers Work with large to small companies to fill IT security needs in a 2% unemployment market Recruit and maintain top IT security professionals through the delivery business process Identify new market opportunities Determine brand perceptions and reputations Identify companies' IT structure, size, software, salaries, culture, and needs Help build and sponsor local IT security meet ups and organizations to create a strong brand reputation Elected to serve on the campus recruitment team to recruit top talent from various university campuses to be a part of TEKsystems Logistics Analyst Enterprise Rent-A-Car August 2013 to June 2015 Analyze every vehicle and prepare damage and condition report Determine if vehicle was to be sold, repaired, or returned to fleet based on condition report Required to analyze expenditures, identify methods of improvement, development of reports, prepare cost justifications and present findings to upper management for approval. Track vehicle flow from day of arrival to day of departure. Negotiate and coordinate with carriers and vendors Confer with logistics management to determine ways to minimize cost. Assistant Manager Executed a 48% fleet growth over prior year to date Achieved a 17% increased operating profit margin over prior year to date Earned a 94% customer complete satisfaction for the branch Managed and mentored 6 employees Responsible for day to day branch operations, fleet management, vendors, and accounting Maintained clients/accounts and marketed new accounts, breaking two new accounts Management Trainee Fantastic 14 and MVP sales awards (top 10% in region) Top three in region in upgrade dollar/car Top five in region in additional revenue/car A part of top customer service branch in the region Assist in branch operations Education Bachelor of Art in Business Administration Trinity International University - Deerfield, IL December 2012

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