

## PAUL CHRISTOPHER CAMPBELL

338 Spear St. #27B  
San Francisco, CA

Cell: (415) 716-4929  
paul@paulrecruiting.com

### SKILLS / QUALIFICATIONS SUMMARY

- Nine years of experience in full-cycle recruiting, sales, and leading and contributing to start-up companies.
- Since 2011 has contracted in-house at companies including System1 Biosciences, SmartThings, Oracle, Marin Software, Zuora, Nisum Technologies, Wikimedia, Anaplan, Credit Karma, LimeBike, and MyLikes to grow their talent.
- Strategic Analytical thinker with strong problem solving skills using innovative and creative sourcing techniques to generate strong pipelines for both technical searches and non-technical searches.
- Goal-oriented and hardworking team player: since 2011 successfully recruited over 300 software engineers, QA engineers, product managers, designers, sales people, recruiters, customer success managers, and executives for venture capital backed startups and established companies.

### EDUCATION

#### Stanford University

M.S. Engineering (June 2010). Emphasis in business, marketing, and technology entrepreneurship.

#### University of California, Berkeley

B.S. Civil Engineering (December 2007)

- UC Berkeley Honors
- Vice President, Chi Epsilon (Civil engineering Honor Society) -- 2007

**Honors and Awards:** Stanford Bianco Fellowship Recipient, Engineer-In-Training Certification, 2008, Member, National Society of Collegiate Scholars

### WORK EXPERIENCE

#### Venture Capital - Backed Startups, San Francisco, CA

January 2011 – Present

#### *Full Cycle Contract Recruiter (60% Technical Search and 40% Non-Technical Search)*

Since 2011 recruited over 300 software engineers, QA engineers, product managers, designers, sales people, recruiters, customer success managers, and executives for VC-backed startups and established companies.

- Placed the Director of AI, a PhD from MIT, at Cloudminds, Smart Robots for People
- Placed a Power Electronics Engineer at ApolloFusion.com
- Several Placements at Zero Motorcycles
- Several Placements at Drive.ai including a Robotics Engineer
- 7 marketing / growth / operations placements at LimeBike
- 18 placements in 4 months at SmartThings, an IoT Smart Homes company
- 25 placements at MyLikes including candidates from Google, Stanford, Amazon, UCB, and NASA
- 20 placements at Nisum Technologies
- 8 placements at Oracle in their Public Cloud Team: the strictest division to recruit talent.

Used creative sourcing techniques and tools. Sources include but are not limited to:

**LinkedIn** – 20% of hires

**People aggregators (Connectifier, Talentbin, Entelo, AmazingHiring)** – 20% of hires

**Major job boards (Angel.co, Indeed, Dice, Monster, CareerBuilder)** – 20% of hires

**Tech specific events, Stanford and UC Berkeley alumni events, career fairs, and alumni databases** – 20% of hires

**Tech Websites (Stackoverflow, Github, Quora, Meetup)** – 10% of hires

**Referrals from recruiters and tech professionals** – 10% of hires

Experienced with various ATS platforms including: Lever, Greenhouse, Jobvite, Resumator, Taleo, and Vana