**Cameron Malone**

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**Summary**

I am a recently certified (PTR) tennis coach looking for my first full-time opportunity in the industry. After five years in the corporate world as a talent acquisition professional, I’m looking to transition from a part-time coach into a full-time tennis professional.

**Relevant Certifications/Qualifications**

* USTA Coach Youth Tennis
* USTA Safe Play
* American Red Cross Adult, Child, and Baby CPR/AED Certified
* Current NTRP Rating: 4.0
* Former Member of NCAA Football Coaching Staff

**Education**

**University of Colorado, Boulder**

Bachelor of Science, *Anthropology, (2017)*

Minor*, Business of Sports, (Aug, 2015)*

*Dean’s List: Fall 2013, Spring 2014, Fall 2014, Spring 2015, Spring 2017*

**Corporate Experience**

**Independent Part Time Tennis Coach, Norcross GA June 2021 – Present**

* Coached four clients ranging from 2.5 to 3.5 NTRP on a weekly basis

**EverCommerce, Denver, CO (Remote) Sr. *Corporate Recruiter, Technology* September 2021 – Dec 2022**

* Performed full cycle recruiting for 50+ solutions organizations (subsidiaries) for sales, operations, project management, and technology.
* Promoted to lead recruiter over Security and Alarm division, made up of five subsidiaries (Manitou, Stages, SIS, Bold Group, and Managely.
* Conducted and Managed weekly meetings with the President of Alarm & Security division, Human Resources Business Partners, and Finance to streamline communication.
* Conducted biweekly meeting with department heads including project management, customer support, sales, and technology.
* Improved candidate time per candidate stage for Alarm & Security division from 16 days to 13 days year-over-year.
* During Q4 of 2021 only 4 individuals were hired for Alarm and Security. I was promoted to lead recruiter over Alarm & Security during Q1. During Q2, Q3 and Q4 of 2022, we hired over 40 individuals.

**Computer Futures, San Francisco, CA (Remote) *Lead Recruitment Consultant* November 2020 – Sep 2021**

* Hired, trained, and managed 5 direct reports; Ran daily scrum meetings and training sessions.
* Participated in growth planning and assisted in scaling San Francisco team from 6 employees to 18.
* Forecasted and reported on team’s candidate pipeline and expected revenue monthly.
* Recommended and implemented new SOP’s aimed for a large team to prepare for scaling
  + Created “Candidate Pre-Closing Checklist” being used by over 50 CF recruiters nationwide.
* Performed full life cycle recruiting for several companies from startup to Fortune 500.
* Built a mobile engineering network of 75 accredited, and placeable candidates via phone screens, tech screens, and reference checks.
* Scheduled and lead client meetings as a subject matter expert in the mobile engineering market for the Western United States.
* Negotiated complex compensation packages for senior to principal level tech candidates with total compensation ranges between $150,000 to $400,000.
* Filled 11 positions during first three months of production
  + “CF Consultant of the Month” in January 2021
  + “Operating Principles Award” in February 2021 for outstanding service to clients, candidates, and team members.
  + March 2021 Lunch Club Award winner

**Robert Half, Boulder, CO, *Division Director, Permanent Placement* August 2019- November 2020**

* Promoted to Division Director from Staffing Manager
* Transferred to Boulder office to create Robert Half’s first permanent placement team in Boulder
* Generated over $300k in revenue in year one at Boulder office.
* Increased Branch revenue by 40% quarter over quarter from Q4 2019 to Q1 2020
* Perm rookie of the quarter Q4 2019, Q2 2020
* Manage a division which ranked first in Colorado out of six branches for “revenue per desk”
* Performed full life cycle recruiting for hundreds of clients across varying sizes and industries.
* Met with C-level executives and Human Resources leaders and served as a subject matter expert on the candidate market and hiring needs related to finance, accounting, human resources, and administrative positions.
* Sourced candidates using network contacts, referrals, community and university partnerships, applicant tracking systems, LinkedIn and various other job boards.

**Robert Half Accountemps, Denver, CO, *Staffing Manager* August 2018- August 2019**

* Promoted to Staffing Manager from Sourcing Specialist
* Lead Recruiter of a team of three recognized internationally for 40% growth year-over-year.
* Sourced candidates using network contacts, referrals, community and university partnerships, Salesforce database, Career Builder, LinkedIn, Indeed, and Monster.
* Created and executed plans for leveraging both existing and new candidate pools.
* Took thorough job orders from clients; gathered details of each role; identified and presented top candidates.
* Scheduled candidates for interviews with clients and provided resume assistance and interview coaching to provide them the best chance of being selected for the position.
* Served as subject matter expert of the Denver Finance and Accounting job market, helped coach candidates and clients on realistic expectations for positions.
* Ranked #3 in International “Rookie of the Year” contest for revenue earned.
* Ranked #2 in “Total candidates working” for Robert Half Accountemps recruiters in Colorado.
* In 2019, conducted 400 phone screens of potential candidates, and 150 in person interviews with placement percentage of 40%.

**University of Colorado, Boulder, CO, *Recruiting Assistant* July 2015 - January 2018**

* Qualified potential athletes through evaluation of skillset, academics, and overall maturity.
* Assisted with administrative tasks related to operations and recruiting.
* Met with coaches to determine needs at each position for future recruiting cycles.
* Evaluated student athletes’ academic eligibility by requesting and evaluating transcripts.
* Used potential athletes’ social media presence to determine likelihood of academic or legal liability for the University.
* Maintained constant communication with potential recruits throughout the recruiting cycle.
* Met with potential recruits to tour them around the facility; addressed and overcame any objections.