Cory Spears

12650 Republic Drive, Fishers, IN 46037 | 317-777-4164 | cmaspears@gmail.com

Portfolio: corymspears.github.io

SKILLS

Account Management · Negotiation · Professional Relationship Building · Client Retention · Problem Solving · Decision Making · Inside & Outside Sales · Leadership · Communication · Process Improvement · Conflict Management

TECHNOLOGIES

JavaScript · React.js · Angular · Material · Node.js · Bootstrap · Sequelize.js · HTML5 · CSS3 · Postman · VS Code · SketchUp · Photoshop

PROFESSIONAL EXPERIENCE

Express Employment, Fishers, IN   *October 2019 - Present*
Employment Professional
Express Employment Professionals is a leading staffing provider in the U.S., Canada, and South Africa.
➢ Responsible for the recruitment, interviewing, and placement for the Office Services sector of the business.
➢ Partner with the Sales Director to bring in more business via phone and in-person sales calls.
➢ Develop processes for streamlining and making recruiting and sales activities more efficient.
➢ Guide colleagues on how to sell and navigate phone conversations with prospects.

DriverReach, Indianapolis, IN   *November 2018 - April 2019*
Sales Development Representative
DriverReach develops and supports an Applicant Tracking System that boosts CDL truck driver lead flow and improves speed-to-hire with a mobile-friendly job app, built-in background checks, workflow & CRM.
➢ Evaluated recruiting and hiring needs for companies that hire CDL drivers.

- ➢ Helped clients and prospects moved towards booking a meeting with one of the Account Executives.
- ➢ Expanded the number of clients and prospects in assigned territory.
- ➢ Demonstrated efficiency in HubSpot to track sales tasks, leads, and communicate with prospects and clients.

Gannett, Indianapolis, IN   *March 2018 - October 2018*
Inside Sales Rep
Gannett is a media and communications company that owns many local papers across the country. In addition, they own the USA Today Job Network which is a collection of digital recruitment solutions.
- ➢ Assess recruiting needs for clients and offer appropriate solutions, negotiate price, and close sales.
- ➢ Move clients and prospects towards commitment while exceeding expectations
- ➢ Grow existing client base to generate new business and revenue
- ➢ Demonstrate efficiency in Salesforce to track sales-related tasks and gain a better understanding of the client's' business and buying patterns.

Charles Schwab & Co, Indianapolis, IN   *December 2016 - January 2018*
Associate Financial Services Rep
Charles Schwab offers a wide range of investment advice, products & services, including brokerage & retirement accounts, ETFs, online trading, etc.
- ➢ Engage clients in discussions about market conditions, trends, and provide investment education
- ➢ Resolve issues by leveraging trading platforms, client support software, and business experts within Schwab to efficiently champion client goals and needs
- ➢ Recommend solutions to clients, which align with their goals and promote Schwab growth
- ➢ Perform administrative and clerical duties for clients that need additional research and assistance

Anchor Point, Indianapolis, IN   *February 2015 - July 2016*
Technical Recruiter
Anchor Point Technology Resources specializes in contract placement, contract-to-hire and permanent placement for technology and engineering jobs across the Midwest.
- ● Identify and recruit potential IT candidates by exploiting the use of referrals, job postings, internet searches, and networking
- ● Consistently find qualified candidates with hard-to-find skillsets
- ● Evaluate candidates' skill levels through phone calls and interviews
  - ○ Assess candidate behavior over the phone and in-person to vet out culture fit
- ● Negotiate wages, benefits, and other terms and conditions of employment
- ● Oversee consultants' progress and performance while onsite with client by gaining feedback from both the consultant and their managers
- ● Maintain relationships with industry contacts to gain industry knowledge and obtain referrals

Chronotrack, Evansville, IN   *June 2013 - December 2014*
Central Regional Support & Sales Engineer

Chronotrack provides timing and event planning solutions for racing events such as road races, triathlons, marathons, etc.

- Managed technical support and training for over 40 clients in the Midwest and Southern regions of the U.S.
- Built meaningful relationships with clients all across the Midwest and Southern US regions to better meet and engage business needs.
- Trained clients on hardware and software onsite, over the phone, through email, and through web meetings.
- Contributed to the success of clients' businesses and future business for the company by ensuring the technical launch on clients' new timing and event platforms
- Assisted Regional Sales reps by selling and showcasing additional products to help the client achieve their business needs and help achieve company sales goals
- Gave presentations to clients at national and regional conferences throughout the year
- Generated training documentation and videos to educate clients on hardware and software

Author Solutions, Indianapolis, IN   *March 2013 - June 2013*
Publishing Consultant
Author Solutions is a publishing company that provides self-publishing services to authors all across the United States.

- Provide consultation over-the-phone to authors interested in publishing their books

Residential Warranty Services, Carmel, IN   *July 2012 - March 2013*
Account Manager
Residential Warranty Services provides business-enhancing services to realtors and home inspectors.

- Responsible for new business development in securing sales leads for conversion to key clients
- Consulted with customers on what services would best fit their needs
- Partnered with home inspectors by supporting their use of internet-based marketing software tools and business strategies

EDUCATION

Eleven Fifty Coding Academy - Indianapolis, IN   2020
JavaScript Program

McNally Smith College of Music - St Paul, MN   2012
Bachelors of Arts, Music Business

Vincennes University - Vincennes, IN   2008
Associates of Applied Science, Audio Recording