**SHANNON CARPINO**

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Mac & PC fluency | American Sign Language | IBM SPSS

Experienced recruiting and outside sales professional with documented numbers, proving success and dedication to employer with excellent work ethic. Seeking advanced outside sales opportunity with a dynamic company where I can remain long term and grow within. Outgoing, hard- working, creative and passionate. Comfortable with work related travel.

CAREER EXPERIENCE

**Technical Recruiter Feb 2016-Current**

Scientific Search Cherry Hill, NJ

* Assisted Clients in the Biotech, Pharmaceutical, Engineering, Chemical, Consumer Product, and Medical Device industries to acquire new, expert employees to fill their needs
* Found ideal candidates to meet all requirements of positions
* Screened all potential candidates and conducting interviews to ensure match
* Placed direct hire positions, contract positions, and contract-to-direct hire positions on both a contingency and a retained basis.
* Maintained network of industry leading candidates that are not on the typical job boards
* Presenting job offers and position information including benefits
* Kept meticulous documentation of candidate information internally
* Remained in contact with newly hired candidates and clients during their employment to ensure satisfaction with both parties and maintain working relationships
* **Highest call numbers in office, Average of 550 calls monthly**

**Wine Sales Consultant Aug 2014- Oct 2015**

Harrison Beverage Pleasantville, NJ

* Sold a portfolio of alcoholic beverages to on and off premise locations; bars, restaurants, and liquor stores
* **Developed untouched territory with 0 accounts to a full 2-week route of 45 buying accounts**
* Exceeded expected growth plan for brand new position
* Wine, Spirits, and Education Trust Level 2 Certified
* Organized and hosted promotional tastings within accounts to promote products and strengthen relationships within clients’ accounts
* Grew account inventory through aggressive and systematic sales techniques
* Generated leads by creating Marketing Material for high end and bulk wine

**Digital Marketing Sales Associate Dec 2013- June 2014**

Majux SEO Marketing Philadelphia, PA

* Worked directly with the CEO of the Company as a right hand assistant in all SEO projects with Executive Level Business Owners and Entrepreneurs
* Improved reputations and internet presence through website development, solution management, blogging, and social media
* Worked with local data bases and directories to include client’s accurate and up to date business information to seeking consumers
* Worked with link dropping through website blogging techniques

**PR and Marketing Internship Jan 2013 - Dec 2013**

Bella Rosa ProductionsCherry Hill, NJ

* Comprehensive role in the development of a female finishing and personal development company with intensive program writing and website development
* Increased consumer awareness by designing and creating campaign deliverables, including e-mail invitations, articles and marketing videos via constant contact and concrete5
* Sold workshop tickets to customers, the public, and other external sources
* Maintained communication and follow-up with customers regarding satisfaction and interest in additional services
* Wrote the workshop with the CEO of the company using training materials

EDUCATION

**The College of New Jersey,** Bachelor of Arts: Psychology December, 2013, Dean’s List

* Member of the Attitudes and Social Cognition, Psychology Research Laboratory

**Mulroy School of Real Estate,** Freehold, NJ

July 2015

Went into labor during last day of class