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| India Gaut-thornton  |  | | --- | |  | | india.gaut@gmail.com | |  | | 212.729.3989 | |  | | linkedin.com/in/indiagaut | | www.indiagaut.com | | Objective Seven years of management, sales, branding, marketing and recruitment both in house and virtually. I am the spark between the client and consumer. Operationally focused with ability to think strategically and deliver tactically. | | Skills Critical thinker with creative sociological execution. Seasoned sales, lead generation, branding, and marketing professional. Salesforce. MOS certified. SPSS. UltiPro. Taleo. Jenzebar. | |  | |  | | --- | | ExperienceRecruitment consultant • ING staffing • jan 2012-present • Managed and trained a team of virtual & in-house recruiters, assisting in recruitment, training, on-boarding and staffing for an array of advanced technical to entry level sales, and financial positions.  • Sourced top candidates through networking, university relations, and internet searches using Indeed, LinkedIn, and advanced Boolean techniques.  • Built a solid pipeline of diverse candidates and clients by building rapport with non-profit organizations, community networks and through word of mouth.  •Created a solid client base using advanced cold calling, sales techniques, and aggressive recruitment marketing campaigns. Branding & marketing manager • coca-cola • jan 2015-jan 2016 • Increased sales over 70% leading Coca-Colas branding and marketing campaign creatively effective branding campaigns.  • Sold in incremental displays, and gained shelf space for Coca Colas leading beverage, increasing brand visibility.  • Expanded and maintained shelf space, high traffic displays, products, and overall product throughout big box retailers.  • Exceeded sales goals by tracking consumer insights, reviewing sales metrics, and conducting live retail audits.  • Provided feedback on competitor activities and best practices.  • Effectively communicated with merchandisers and account managers ensuring top flavors were readily in stock, plan-o-grams were accurate, and displays were well kept. QA RESEARCH ANALYST • CITY OF NEW YORK • sept 2013-jan 2015 • Set appointments with city public housing units for yearly audit and income recertification review.  • Responsible for accurate data entry, calculation, and file review of tenant income, inspection data, and identifying information locating HUD error.  • Contacted NYCHA tenants by phone, mail, and in person to set up in home interviews verifying file information.  • Communicated with school liaisons to set up observation appointments to evaluate teacher performance.  • Conducted live classroom observations of classroom behavior, and teaching mechanisms using COEMET/CLASS systems.  • Responsible for data entry, measuring and analyzing teacher performance, and conducting teacher surveys. Admissions recruiter• virginia college • sept 2012-sept 2013 • Increased enrollment revenue by screening, interviewing and recruiting students for career based programs.  • Identified prospective students by using lead generation techniques, cold calls (100+), and planning community events.  • Scheduled solid in person interviews with candidates to determine admission eligibility.  • Exceeded weekly sales goals increasing applications, show rate, and retention while tracking Salesforce metrics. | | Educationmaster of artssoftware developmentSNHU Distance Learning 2017ba: sociologybs: business administrationUniversity of Vermont 2012 | |  | |