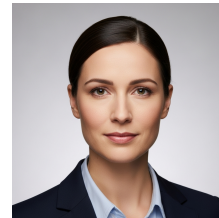


Gaya Harutyunyan

Head Hunter



Professional Summary

A highly accomplished and results-driven Head Hunter with over 8 years of experience in identifying, attracting, and securing top-tier talent for diverse industries. Proven ability to build strong relationships with candidates and hiring managers, optimizing the recruitment process from sourcing to offer negotiation. Adept at leveraging advanced recruitment strategies and market intelligence to achieve exceptional hiring outcomes.

Work Experience

Lead Talent Acquisition Specialist

January 2021 - Present

Apex Talent Solutions, Los Angeles, CA

- Spearheaded full-cycle recruitment efforts for executive and specialized roles across technology and finance sectors.
- Developed and implemented strategic sourcing plans, leading to a 25% reduction in time-to-hire.
- Mentored junior recruiters, enhancing team performance and knowledge of best practices.
- Negotiated complex compensation packages and extended offers, achieving a 90% offer acceptance rate.

Senior Recruitment Consultant

March 2017 - December 2020

Stellar Staffing Group, Los Angeles, CA

- Managed a portfolio of over 30 client companies, filling critical roles in IT, marketing, and operations.
- Conducted in-depth candidate interviews, assessments, and reference checks.
- Utilized various ATS and CRM systems to manage candidate pipelines and client relationships efficiently.
- Provided market insights and strategic advice to clients on talent acquisition trends.

Junior Recruiter

June 2015 - February 2017

Elite HR Partners, San Diego, CA

- Sourced passive and active candidates using LinkedIn Recruiter, job boards, and networking events.
- Screened resumes and conducted initial phone interviews to assess candidate qualifications.
- Scheduled interviews, managed candidate correspondence, and maintained accurate recruitment records.

Contact

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Skills

Talent Acquisition, Executive Search, Candidate Sourcing, Interviewing, Negotiation, Recruitment Strategy, Applicant Tracking Systems (ATS), Client Relationship Management, Market Research, LinkedIn Recruiter, Onboarding Support

Education

Bachelor of Arts in Human Resources Management

University of Southern California, Los Angeles, CA
Graduated: 2015

Languages

English (Native)
Armenian (Fluent)