**VICTOR O. UDORA**

Lekki, Lagos - Port Harcourt, Rivers

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**Talent Acquisition Specialist**

Elementary education in the Netherlands, Europe,

High school education in Nigeria, West Africa,

Tertiary education in Canada, North America,

Talent and market enthusiast,

Sports fan,

A bionic left leg.

Work Experience

**Recruiting Partner - Remote**

**PeopleFind Inc –** Toronto (Markham), Canada

January (2019) - present

Executive search and outplacement firm

* 360 recruitment for permanent and contract positions within Canada, the United States of America, and the United Kingdom
* Developing creative strategies for sourcing and identifying potential candidates (social media, boolean search strings)
* Skills marketing passive candidates to potential employers
* IT and Sales recruitment specializations
* Business development and account management

Tools used: PCR (internal database), LinkedIn, Monster, Indeed, MS Office, SeekOut, ZoomInfo

**IT Technical Recruiter**

**NewFound Recruiting –** Ottawa, Canada

March – December (2018)

IT Recruitment Firm

* Sourced existing and potential candidates, identified their needs, and developed strategies for NewFound to fulfill them
* Responsible for recruitment within a pre-determined technology space
* Consult with account executives to analyze and understand the clients needs and determine the best candidates for the role
* Attract top talent to develop the organisations candidate database
* Headhunt candidates for non-IT roles outside the tech environment
* Conducted interviews
* Salary negotiations
* Conducted reference checks with previous employers

Tools used: LinkedIn, Monster, Indeed, CATS (internal database), MS Office

**Outbound Sales Agent – President’s Choice Financial**

**Millennium1 Solutions** – Ottawa, Canada

September (2017) – February (2018)

Call centre.

* Data entry and analysis
* Customer relationship building over the phone
* Upselling financial products and services to an existing customer base

Ex.

* Product sales
* Credit limit increases
* Mastercard authorization and activations
* PC Department’s best agent in sales and quality assessment for the month of November (2017) on all (4) campaigns:
* MasterCard authorizations
* World Elite card activations
* Credit limit Increases
* PC Insiders
* Selected by corporate management to launch President’s Choice (then) latest campaign (PC Insiders) and provided direct feedback to the corporate marketing team
* Top tier agent on all (4) campaigns in the department from October 2017 till February 2018
* 100% QA record on all call assessments (record holder at the company)
* Performed floor support duties and training for new agents in absence of sales coaches

Achievements:

Highest rated quality assessment record for calls made in the history of Presidents Choice at Millennium 1 Solutions.

My calls are used in the current training module for Presidents Choice Outbound Sales department.

Tools used: TS2, MACGUI, Jabber, TCI, MS Word

**Senior Recruitment Specialist**

**Thermonic Energy** - Ottawa, Canada

August (2016) – February (2018)

HVAC Company

* Corporate recruitment
* Sourcing, screening, interviewing, and placing of candidates when and where required
* Engaging senior level sales and operations candidate by combining online advertisement and head hunting strategies
* Maintained a pipeline of technical installers for the residential operation
* Designed and developed a personal applicant tracking system with DropBox
* Marketing and lead generation support (cold calling)

(Thermonic Energy April 2018 Expansion)

* Collaborated with executive departments to develop strategies for building remote operational teams in 6 new territories
* Reviewed and assessed candidate performance

Achievement:

Built remote operational teams in Oshawa and Scarborough

Volunteer Experience

**Tactical Video Editor**

**Ottawa Fury FC** – Ottawa, Canada

(2014)

Recorded and edited live Ottawa Fury junior academy matches to demonstrate tactical philosophy on the field to the first team during training. I worked with Philip Dos Santos, Darko Buser, and the Ottawa junior academy head coach/assistant (Jay Bhindi) to understand the philosophy of the team and the strengths of the players. I used Adobe Premiere Pro to edit the footage and highlight expectations for upcoming fixtures as well as advantages, disadvantages, and a tactical breakdown of previous match-ups and current squad depth in the team; I also highlighted my proposed attacking and defensive organizations for the coach to review. I thoroughly thoroughly enjoyed this role! (Thoroughly is intended to be written twice for emphasis)

Education

CARLETON UNIVERSITY,

Ottawa, Canada

**Ba. Economics,**

**2010 - 2012**

ALGONQUIN COLLEGE,

Ottawa, Canada

**Business Management,**

**2012 - 2015**

Skills

* Design Tools: Adobe Creative Suite (Photoshop, Illustrator, Premiere Pro)
* Microsoft Office Suite: Word, Excel, PowerPoint, Outlook
* Applicant Tracking Systems: CATS, PCR
* Accounting software: Simply Accounting
* CRM

References

**Available upon request**