**MIke dovin, CPSR**

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**Qualifications SUMMARY**

Team-oriented, hands-on Professional with a solid work ethic who is committed to partnering with internal and external clients with an extensive record of performance characterized by:

* Exceptional sales skills, strong problem-solving capabilities, self-sufficient and extremely organized
* Strong Soft skills: interpersonal skills, energetic, proactive, humorous, helpful, leadership, respected, self-motivated, great verbal communication skills
* Passion for identifying client challenges and exceeding desired resolutions
* Solid fundamentals recruiting and selling for National Accounts, Regional Accounts and Local Accounts with some being a VMS. Open to recruiting Nationally, Regionally or Locally
* Software used: Word, Excel, PowerPoint, Office 365, Bullhorn with Broadbean, Compass and LinkedIn

**Professional Experience**

**V-Soft Consulting, Madison, WI 12/2016 – 08/2018 IT Recruiter/Sales**

* Billed net sales in 2018 totaled $160,000 (billing hours still ongoing) and net sales in 2017 totaled $145,000
* Recruited non-technical positions ranging from Office Support Personnel, Production Engineers, Supply Chain and Procurement Specialists, Marketing Managers, Communication Specialists Skilled Tradesmen and Robotic Technicians
* Recruited for high volume roles for office administration and industrial positions
* Recruited Software Engineers, Business Analysts, Project Managers, Change Managers, Scrum Masters, Help Desk Technicians and other skills from Monster, CareerBuilder, Dice, Indeed, DiscoverOrg, LinkedIn and participated in local Meetups to recruit technical professionals
* Industries served: automotive, medical device, manufacturing, insurance and financial services, water treatment, government agencies, telecommunications and gas and oil
* Most sought after skills include: .NET, JAVA, JavaScript, C#, Ruby on Rails, SQL, SAP, Oracle, SalesForce, Charles River, Markit, Aladdin
* Recognized for finding a Spanish speaking .NET Developer by posting the job title in Spanish
* Responsible for editing resumes and presenting qualified candidates to my managers
* Known as the recruiter to rely on amongst account managers to find candidates for off skill positions such as an IoT Developer, IFS Developer and an ActiveBatch Developer to name a few
* Reason for leaving: position was downsized. I reported to Ken Treinen, Travis Arkon and Jennifer Hegener. These individuals will provide excellent references

**OXFORD International,** **Madison, WI 01/2016 – 11/2016 Hardware/Software Technical Recruiter**

* Extracted highly targeted candidates from niche markets through creative sourcing techniques through high volume use of cold calling, LinkedIn invites, complex Google searches and referrals
* Recruited candidates for the avionics, automotive, defense, health and semiconductor industries
* Skills recruited: Electrical Engineers, Systems Engineers, Hardware & Software Engineers, Middleware Developers, Circuit Design, Board Design, ASIC, Embedded, C/C++, device drives, Firmware, Kernel, Mixed Signal, JAVA, JavaScript, android, mobile, Linux, Windows, Wireless, Serial Communication, 802.11, .NET, ASP.NET, PHP, Python, Ruby on Rails,
* My efforts resulted in gross billing totaling $115,000
* Reason for leaving: downsized and reported to Joseph Patterson who will provide a reference

**The Guardian Life Insurance Co., Madison, WI 04/2009 – 12/2015**

**Director of New Business Development/Account Manager**

* Responsible for contacting clients quarterly to ensure that insurance and investment objectives were met or exceeded expectations while confirming that trusts, wills, succession plans and buy-sell agreements were up to date
* Developed B2B strategies to contact niche markets through cold calling, digital media campaigns, and personal introductions resulting in a 30% conversion to client rate. Niche markets focused on Wisconsin Business-owners, University Professors & Physicians
* My efforts resulted in $485,000 of in force insurance premiums and $20mm AUM
* Reason for leaving: offered an extraordinary position, partnered with Carl Johnson

**MR Madison, Madison, WI** **10/2008 – 04/2009**

**Account Executive**

* Recruited Mechanical Engineers for the outdoor sports, fitness and recreational industries
* B2B Sales: Secured $200,000 in search assignments by directly contacting Hiring Managers
* Most notable achievement: recruited VP of Engineering to a well-known, kitchen table name of a fitness equipment manufacturer located in the Pacific Northwest
* Reason for leaving: downsized due to 2008 financial crisis. Reported to Pat Capana (owner)

**Sentry Insurance, Stevens Point, WI 03/2005 – 10/2008**

**Consumer Products Specialist**

* Grew Agency premium to $660,000 by cross-selling product lines to existing clients, started a network group of professionals, attended exhibitions to meet business owners
* Received letters of recognition from management and clients affirming my success
* Frequent member of Leader’s Board by surpassing weekly goals and won a HDTV for exceeding annual sales
* Reason for leaving: Consumer Products division was going to be closed and I took an exciting opportunity to expand my career. Reported to Mike Janicki

**MORE WORK HISTORY AVAILABLE UPON REQUEST**

**Education**

**Eastern Illinois University, Charleston, IL** Bachelor of Arts, GPA 3.33

Major: Interpersonal/Organizational Speech Communication

Minor: Business Administration