Nathan A. Walker

1512 E 12th Ave, Unit 137  Tampa, FL, 33609  (813)846-0052  [nathanwalker5@gmail.com](mailto:nathanwalker5@gmail.com)

LinkedIn: <https://www.linkedin.com/in/nathan-walker-69b68270/>

Github: https://github.com/nwalker555

**Objective**

To obtain an opportunity with a company that would provide me with the chance to rise within the company, while helping me grow professionally in a challenging work environment.

**Education**

Associate in Arts in Mass Communications August 2009

Miami-Dade Community College

**Work Experience**

**Frank Recruitment Group – Anderson Frank**

**Training Recruitment Consultant July 2018-July 2019**

**Recruitment Consultant July 2019-March 2020**

**Senior Recruitment Consultant March 2020- Present**

* Billed $122,000+ in 2019; Billed $240,000+ thus far in 2020
* #1 Biller in FRG SouthEast office; #5 Biller in the US; #22 Biller Globally
* Followed full Leads Process to convert potential clients. (Marketing & Cold Calling)
* Placed 50 candidates in relevant projects/opportunities to aid clients
* Built relationships with active clients to produce repeat business
* Provided Post-Placement Care to ensure that clients were happy with services provided

**Worldwide Medical Services**

**Inside Sales Representative August 2017-July 2018**

* Shipped over 1,500 non-narcotic pain relief products to patients across the country.
* Worked with doctor’s offices, chiropractic offices and hospitals to approve products in a quick and timely manner
* Worked with patient’s health insurance to ensure products could be more affordable for patients.

**TruGreen**

**Inside Sales Representative August 2016-August 2017**

* Sold over $500,000 in lawn care supplies and services during my tenure.
* Succeeded in both inbound and outbound campaigns
* Gained a full understanding of the products and acquired new sales techniques to improve my sales.

**American Income Life**

**Sales Representative August 2015-August 2016**

* Gained a full understanding of the 65 different types of life insurance products.
* Recommend Life Insurance products to families based on their financial situation and family needs.
* Serviced existing accounts, while acquiring new ones.

**Coding Languages**

* HTML
* CSS
* JavaScript
* Node
* React
* MongoDB
* MySQL

**Relevant Skills**

* Excellent Communicator; able to convey a message effectively through speech or writing.
* Resourceful Team Player; able to work together with a team to reach a common goal.
* Personable Professional; able to build rapport and relationships with a wide range of individuals.
* Goal-Oriented: able to set goals, plan effectively and stay focused until goal is reached.
* Proficient in Microsoft Office; able to work effectively with Microsoft Word, Excel or PowerPoint.

\*References available upon request