

Nicholas Mercurio

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SKILLS

Account Management, Contract & Deal Negotiation, Client Acquisition, Business Development

PROFESSIONAL EXPERIENCE

Connections of New York

AVP, Account Management & Technology Recruitment ■ New York, NY **September 2014 - Present**

- Build and maintain relationships with portfolio of 20+ clients ranging from industry-leading Fortune 500 companies to high-growth start-ups
- Exceed annual revenue target of \$1.1M through successful placement of 50+ candidates
- Serve as a trusted advisor to clients through development of recruitment strategies and strong knowledge of market trends
- Prospect and build a pipeline of active and passive candidates by leveraging LinkedIn Talent Solutions software, proprietary database and referral-based leads
- Negotiate terms of offer packages on behalf of clients and candidates to close deals
- Assist in leading and training a team of 3 Account Managers

Account Manager & Executive Recruiter ■ New York, NY **September 2013 - September 2014**

- Managed full lifecycle recruitment of top talent in Infrastructure Technology space
- Secured meetings with highly coveted talent to sell-in new opportunities for client hiring needs
- Worked cross-functionally with team to achieve new business acquisition targets

Northwestern Mutual

Financial Representative ■ New York, NY **July 2013 - September 2013**

- Provided innovative solutions for the comprehensive financial planning needs of individuals including investment services, insurance and estate planning
- Developed consultative recommendations based on client needs and goals
- Cold-called key prospects to secure meetings

Berg Associates

Intern ■ Worcester, MA **Summer 2012**

- Conducted research for the consulting firm's anti-money laundering case
- Performed various background checks through LexisNexis and cross-referenced against client data
- Presented supporting data and insights to management based on analysis

EDUCATION

College of the Holy Cross ■ Worcester, MA

Bachelor of Arts, History

May 2013

Holy Cross Varsity Football (NCAA-Division I-FCS)