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| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| |  |  |  |  |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | |  | |  |  |  | | --- | --- | --- | | 刘仁华 | |  | | IMG_256观望有好机会会考虑 | IMG_25715800893224 | |  |  | | --- | --- | | IMG_258 | liurenhua1001@163.com | | | IMG_259男|33 岁 (1986/10/01)|现居住上海-浦东新区|10年工作经验 | | | |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | | |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | | |  |  | | --- | --- | |  |  | | **最近工作** | | | 职位： | 猎头/人才中介 | | 公司： | 森得企业管理咨询有限公司 | | 行业： | 专业服务(咨询、人力资源、财会) | | |  |  | | --- | --- | |  |  | | **最高学历/学位** | | | 专业： | 计算机信息管理 | | 学校： | 上海复旦继续教育学院 | | 学历/学位： | 本科 | | |  |  | | --- | | **个人信息** | | |  |  |  |  | | --- | --- | --- | --- | | |  |  | | --- | --- | | 户口/国籍： | 株洲 | |  | |  |  | | --- | | **求职意向** | | |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | | |  |  | | --- | --- | |  |  | | 个人标签： | 人力资源  猎头顾问 | | | | |  |  | | --- | --- | | 期望薪资： | 面议 | | |  |  | | --- | --- | | 地点： | 上海 | | | |  |  | | --- | --- | | 职能/职位： | 猎头/人才中介  人力资源  猎头顾问 | | |  |  | | --- | --- | | 行业： | 专业服务(咨询、人力资源、财会) | | | |  |  | | --- | --- | | 到岗时间： | 1个月内 | | |  |  | | --- | --- | | 工作类型： | 全职 | | | |  |  | | --- | --- | |  |  | | 自我评价： | 1、10年工作经验，其中1年网络营销，9年猎头（医药行业、制造业）； 2、熟悉医药行业尤其是临床研究行业最新市场行情；擅长国内外中高层人才寻访，尤其是整个医药行业clinical operation、RA、Medical的人才寻访；对于不同职位有敏锐的分析能力和快速判断的能力；善于利用不同渠道和资源定位潜在候选人； 3、良好的职业道德、能承受压力大的工作环境，善于进行人才甄选，有志于在猎头行业长期发展。 | | | |  |  | | --- | | **工作经验** | | |  |  |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | | |  |  | | --- | --- | | 2017/8-至今 | 高级猎头顾问|业务部 | | 森得企业管理咨询有限公司 [2年9个月] | | | 专业服务(咨询、人力资源、财会)|少于50人|民营公司 | | | |  |  | | --- | --- | | 工作描述： | - 负责公司所有药厂、器械、IVD公司临床+法规注册职位招聘； - 负责团队下属&新人(2人）的KPI考核，培训，任务安排； - 对接部分HR, 职位的沟通Review; -公司近3年工作经验中2年超额完成公司指标，2017年4个多月完成51万获最佳新人奖/2018公司业绩第二名; | | | | | |  |  | | --- | --- | | 2017/3-2017/8 | 猎头顾问|生命科学 | | GCP [5个月] | | | 专业服务(咨询、人力资源、财会)|150-500人|外资（欧美） | | | |  |  | | --- | --- | | 工作描述： | 了解并分析企业招聘需求，进行市场信息收集以及研究，为客户提供订制招聘解决方案 -通过各种渠道快速寻访优秀候选人，通过面试进行评估 -跟进面试并提供专业职业规划建议给候选人，跟进后期薪酬谈判和背景调查 -主要负责制药公司的CO function的职位招聘，入职5个月成了4张offer 业绩近40万。 | | | | | |  |  | | --- | --- | | 2013/3-2017/3 | 猎头顾问|猎头部 | | 上海仕璞企业管理咨询有限公司（Search People） [4年] | | | 专业服务(咨询、人力资源、财会)|少于50人|民营公司 | | | |  |  | | --- | --- | | 工作描述： | 公司主要负责医药行业Operation Fuction的职位招聘。 1、根据顾问对公司以及职位的分析，参与制定目标候选人的寻访方案； 2、进行相关侯选人资料的收集、分类、整理，对简历做初步筛选； 3、通过各种渠道快速寻访候选人，进行初步面试和评估； 4、提供候选人评价和推荐报告，向顾问推荐； 5、沟通协调候选人与公司之间的面试安排，跟进进展并及时反馈； 6、候选人背景调查，薪酬谈判，offer跟进，入职跟进等。  工作业绩： 1，协助公司Operation Team的候选人数据库建立; 2，完成Data Managerment/Programmer/Biostatistician数据库建立； 3，工作业绩完成率排名前三。 | | | | | |  |  | | --- | --- | | 2011/6-2013/3 | 猎头/人才中介|猎头部 | | 上海优脉咨询服务有限公司（前身上海猎才） [1年9个月] | | | 专业服务(咨询、人力资源、财会)|少于50人|民营公司 | | | |  |  | | --- | --- | | 工作描述： | 1、负责猎头业务客户开发，了解客户潜在人才需求，达成委托招聘协议，并维护良好的客户关系；  2、根据公司业务定位，收集市场信息并开展潜在客户开发活动；  3、充分了解企业战略和人力资源规划等，就招聘岗位的职位说明书与企业认真沟通；  4、负责完成目标客户的联系和洽谈，并完成公司下达的销售指标； 5、负责客户招聘岗位可行性分析，简历筛选。  6、向客户做候选人面试安排、结果反馈、背景调查及后续跟踪服务； 7、保持与维护客户和被录用者良好的关系；操作整个项目流程的成功经验； | | | | | |  |  | | --- | --- | | 2010/3-2011/6 | 市场/营销/拓展专员|网络营销部 | | 上海火速网络科技有限公司 [1年3个月] | | | 互联网/电子商务|500-1000人|民营公司 | | | |  |  | | --- | --- | | 工作描述： | 1、通过电话沟通了解客户需求，寻求销售机会；  2、开发新客户，建立和维护客户档案；  3、协调公司内部资源，提高客户满意度； 4、负责利用网络媒介推广产品及服务，SEO优化。客户网站维护。。 | | | | |  |  | | --- | | **教育经历** | | |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | --- | | |  |  | | --- | --- | | 2006/9-2010/7 | 上海复旦继续教育学院 | | 本科|计算机信息管理 | | | |  |  | | --- | --- | | 专业描述： | 计算机与经济管理学科交叉的专业，掌握现代管理学和计算机的理论基础，运用管理手段进行信息管理。 | | | | | |