



916-284-5827



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EXPERTISE:

- Program Management
- Operations Management
- Employee Relations & HR
- Event Coordination
- Sales/Marketing
- Talent Acquisition
- Social Media/Branding

LEADERSHIP:

- **Breast Cancer Emergency Fund:** Development & Events Committee
- **Junior League of San Francisco:** General Meetings Chair
- **Alpha Chi Omega Marin Alumni Association :** Events Committee

TORI HASTINGS

Strategic problem solver with an exceptional ability to manage and prioritize numerous projects in a demanding & constantly evolving setting. Consistently recognized for unparalleled organizational skills, attention to detail and outstanding communication. Excellent interpersonal & leadership abilities; proven ability to both take direction and anticipate needs in a fast-paced environment. Passionate about fostering a collaborative work environment, developing strong and productive relationships, and tackling complex problems.

PROFESSIONAL EXPERIENCE

Practice Director • AUGUST 2012 – PRESENT

Pacific Plastic Surgery Group • San Francisco, CA

- Primary business operations point of contact for state-of-the-art surgical practice. Reports directly to the CEO.
- Main point of contact for external partners. Contract and vendor management. Manage IT/tech support consultants for the practice.
- Executed our current CRM selection, implementation, integration, and training.
- During the pandemic, migrated the practice to the cloud and set up secure HIPAA compliant remote work environments for our entire company.
- Set up and maintain a database of valuable staff education and training tools.
- Run weekly leadership meetings, maintain corporate dashboard and update KPI's weekly. Constantly strive to improve internal processes.
- Responsible for sourcing, interviewing, and hiring various key roles within the company.

Talent Acquisition Specialist • JULY 2016 – SEPTEMBER 2016

Sentient Technologies • San Francisco, CA

- Founded by a subset of the folks who built and launched Siri, Sentient applied advanced artificial intelligence to e-commerce, retail, and conversion rate optimization.
- I was responsible for sourcing and recruiting a variety of artificial intelligence, machine learning and data science roles.
- Led weekly meetings with 9 different hiring managers.
- The recruiting department was eliminated unexpectedly due to issues with funding.

Practice Manager • SEPTEMBER 2010 – FEBRUARY 2012

The Kopelson Clinic • Beverly Hills, CA

- Managed day to day business operations of a high-profile dermatology practice in the heart of Beverly Hills.
- 60% increase in overall revenue within the first year through use of social media, marketing, referral programs, and online sales. Increased retail product sales by 100% by devising & implementing a staff incentive program.

EDUCATION

The Pennsylvania State University • State College, PA • BA Psychology

- National Collegiate Scholar Society
- Phi Eta Sigma Honor Fraternity
- Alpha Chi Omega VP of Recruitment