

JASON STEIN

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Executive Recruiter and Business Consultant with five years of professional full desk recruitment experience. Proven results placing C-Level executives, business development, legal/contracts, finance, IT, engineering and highly cleared professionals, across a wide range of commercial and federal businesses nationwide. Exceptional interpersonal, oral and written communication skills.

EDUCATION

BA, Criminology & Criminal Justice, University of Maryland, College Park, MD, 2011

PROFESSIONAL EXPERIENCE

Director, Recruiting

Sports Business Solutions, LLC

3/2016 – Present

- Expand the company's recruiting division through new client outreach, and growing relationships with current Sports Business Solutions' recruiting clients.
- Created a new recruitment process and strategy to more effectively fill open jobs in sports sales.
- Identify job candidates for all levels of front office positions through superior networking & outreach.
- Developed innovative staffing solutions to accommodate the needs of current and prospective clients in sports business.
- Facilitate all aspects of the search process from start to finish to ensure the search concludes with candidates that fit not only the job requirements but align culturally and philosophically with our clients.

Account Executive

Federal Consulting Resources, Gaithersburg, MD

12/2010 – 2/2016

- Identified candidates for executive and senior level management positions utilizing a wide variety of resources, including networking and various Internet research.
- Ran full desk staffing searches from initial client engagement, including negotiation of search terms and conditions, job order request, candidate qualifying & sourcing, candidate & client interviews, employment agreement & offer negotiations and candidate placement and on-boarding.
- Supported clients and candidates to identify a strong professional and cultural fit for a wide variety of searches, including Engaged, Retained & Contingency based opportunities, along with short and long term Consulting assignments.
- Conducted multiple detailed interviews to fully qualify candidates for various executive and senior management level positions.
- Earned MRI National Pacesetter award twice, brought in over 20 new key clients to FCR, was responsible for roughly 50% of all Cash-in within FCR organization, earned multiple Office Search Consultant of the Year award, and Ranked repeatedly in Top 20% of all Search Consultants in MRI Network.

ADDITIONAL EXPERIENCE

Director, Business Development

FrontOfficeSports.org, Online

1/2015 – Present

- Identified a wide variety of current sports business industry professionals for informational interviews to be shared on the FOS website and social media platforms.
- Created relationships with individuals and sports business organizations to provide guest contributions sharing career advice across a full array of business verticals, including sales, sports law, operations, marketing, sponsorships/partnerships, higher education and networking tips.
- Developed strategic partnerships with key businesses to provide a mutually beneficial platform to increase the reach and brand recognition of FOS and our respective partners.
- Conducted full length informational interviews with sports business professionals to share insight into their journey of working in the sports business arena.