



# IAN IBRAHIM

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Austin, TX 78741

## SUMMARY

Recruiter focused on building and maintaining candidate relationships to keep a consistent talent pipeline, with an interest in all things technology!

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## SKILLS

- MS Office
  - JavaScript
  - Performance-driven
  - HTML proficiency
  - Proficiency
  - Talent assessments
  - Recruiting and selection techniques
  - Applicant qualifying
  - B2B and B2C sales
  - Sales development
  - Lead generation
  - Market research and analysis
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## EXPERIENCE

**Recruiter** / Rightworks Inc - Austin, TX

10/2019 - Current

- Facilitated successful recruitment process to source proven candidates in alignment with companies employment goals.
- Proactively identified and solved complex recruitment problems impacting employer short- and long-term success.
- Sorted job applications, vetted candidates and recommended individuals for key positions.
- Educated job applicants on expected job tasks, compensation and benefits to set clear expectations.
- Contacted potential employees about job openings.

**Sales Development Representative** / EBQuickstart LLC - Austin, TX

02/2018 - 10/2019

- Submitted customer leads to connections department for follow-up.
- Cultivated long-term relationships with clients to accurately quote prices and terms that achieved customer objectives.
- Networked to build client base and promote products to new and existing clients.
- Exceeded sales goals using consultative sales talents and effectively explaining programs and services to generate interest.
- Introduced customers to new offerings and updated accounts.
- Generated sales by prospecting leads, cold calling and negotiating advantageous deals.

**Senior Account Manager** / Imperial Staffing LLC - Cedar Park, TX

06/2017 - 01/2018

- Trained and supported junior account management professionals to increase company revenue.
- Researched and secured new accounts within assigned territory to increase sales and profitability.
- Strengthened online presence to capitalize on emerging trends.
- Oversaw multiple accounts and worked diligently to meet and exceed performance goals.
- Cultivated deep knowledge of customer businesses and relationship to company objectives.

- Conducted directory searches for employees and customers to locate phone numbers, business addresses and social media information.
  - Communicated general company information to inquiring customers in a professional and pleasant manner to project a positive company image.
  - Improved profitability and developed pipeline leveraging multiple marketing channels and sales strategies.
  - Consulted with long-term, new and prospective customers to understand needs and propose ideal solutions.
  - Cross-sold additional products and services to purchasing customers.
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## **EDUCATION AND TRAINING**

University of Texas At Austin - Austin, TX

*Expected in 07/2020*

**Certificate - Fullstack Development:** Web Development

Vista Ridge High School - Cedar Park, TX

06/2013

**High School Diploma**

Austin Community College - Austin, TX

**Some College (No Degree):** Accounting And Finance

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## **WEBSITES, PORTFOLIOS, PROFILES**

- <https://www.linkedin.com/in/ian-ibrahim-174562164/>
- <https://github.com/zibrahim2046>
- [https://zibrahim2046.github.io/Updated\\_Portfolio/](https://zibrahim2046.github.io/Updated_Portfolio/)