
ZACHARY MACHUCA

2274 SW 125th Ave
Miramar, FL 33027

Recruitment | Sales |
Technology | Generalist

zachmachuca@gmail.com | 201-727-3263 | Skype: zmachuca
www.linkedin.com/in/zachmachuca

Education

Wingate University, North Carolina — Marketing*

Summary

- Tech savvy marketing professional focused on execution.
- Skilled public speaker and negotiator.
- Quick learner who thrives under pressure.

Experience

Technical Recruiter, Synerfac Technical Staffing, FLL, FL — May '16-Present

Synerfac Technical Staffing discovers talent for clients in any and all industries.

- Source, call and qualify candidates using CBuilder/Monster/LinkedIn/Referrals.
- Maintain relationships with candidates throughout entire interview process.
- Call hundreds of businesses to pitch our staffing services and gain new clients.
- Comfortable with any position such as engineering, finance, sales & more.

Sales Rep/Training Advisor, ASG, Sydney, Australia — Aug '15-Sept '15

The Ashley Services Group specializes in training, recruitment and labour hire.

- Cold-called hundreds of B2B/B2C clients to book BDM appointments.
- Built and managed Telecom Company CRM throughout NSW.
- Organized BDM calendar and kept track of all meetings, results and outcomes.

Call Center Rep, Boardroom Limited, Sydney, Australia — July '15-Aug '15

Boardroom Pty Limited (Boardroom) is one of Australia's leading providers of share registry and associated professional services.

- Customer Service for both listed and unlisted ASX Companies.
- Received in-bound calls and quickly forwarded the correct (sensitive) information.

Sales Representative, Direct IT, Sydney, Australia — Mar '15-July '15

Direct IT is heavily focused on sectors with a high technology content and work with organizations from the very largest through to smaller companies across the region.

- Produced a sales pipeline worth \$490,000.00 in the span of 3 months.
- Represented global businesses such as Microsoft, Trend Micro and Symantec.
- Generated leads by cold-calling and negotiating with ~100 IT Managers per day.

Accomplishments & Activities

Founder & President of Wingate University Entrepreneurship Society (2013)

Wingate University Campus Chairman of The Kairos Society (2012-2014)

Volunteer at Union Diversifies Industries, Inc. (Spring 2012)

NCAA DII Men's Soccer Team - Regional Champion (2012-2013)

Projects & Skills

- www.TruthBecauseLove.com - *Stripe integrated RoR project.*
 - Bit.ly/FutureRecruit - *eBook/toolkit for HS Soccer Players to get recruited.*
 - Ruby on Rails • HTML & CSS • Wordpress • Adobe Photoshop • MS Office
 - Salesforce • ClaritySoft
-