**[Sr. Staffing Manager](https://www.postjobfree.com/resume/adziv9/sr-staffing-manager-washington-dc)**

**Location:**Washington, DC

**Posted:**September 06, 2023

**Contact Info:**

arinzeobiako1@gmail.com

443-615-6373

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**Resume:**

Arinze Obiako

(Phone) (443) 615-6373

(Email) arinzeobiako1@gmail.com

Career Summary:

Proven Senior Staffing Manager with over 8 years of Human Capital and Account Management experience. I am seeking a Senior Technical Recruiter position to further my business acumen involving corporate staffing, marketing, consultation, and sales while utilizing my current skill set of Full- Life- Cycle Recruiting, Talent Acquisition, working knowledge of Microsoft Office applications and strong interpersonal skills.

Applicable Skills:

Able to prioritize and meet strict deadlines

Ability to create and execute process driving recruitment & sales strategies

Excellent analytical and problem-solving skills

Excels in team-oriented environment

Excellent Written & Oral Communication

Excellent leadership skills

WORK EXPERIENCE:

RAISE/ Ian Martin Group

Senior Technical Recruiter/ Curations Specialist Feb 2022- Current

Utilize Boolean searches, employment sites, and resume extraction tools to source, attract, and screen candidates

Provide full life cycle recruitment services in the IT, Medical, Accounting, Engineering, and Manufacturing verticals

Utilize internal ATS, VMS, and CRM systems such as Workday, Live Hire, Job Diva, Beeline, Fieldglass, and Salesforce to curate a unique staffing experience for clients and candidates

Act as a subject matter expert for roles related to SDLC

Participate in client intake calls and disseminate information to the team

Achieved $75,000 in gross billings within 12 months

Guide selected talent through the entire onboarding process

Interface with clients to provide time and material staffing solutions

Lead an outsourced team of Recruiters from the Philippines and Ghana with daily operations

Lead daily team meetings to ensure all deliverables were on schedule and team goals were being met

Create initiatives to boost team recruitment activity and production

Computer Futures Dec 2020- Jan 2022

Executive Staffing Consultant

Secure new accounts with regional organizations in search of technical talent

Source, attract, and screen candidates using Boolean searches, employment sites, and resume extraction tools

Expand market territory through effective cold calling techniques and marketing strategies

Interface with clients to provide time and material staffing solutions

Act as a subject matter expert in various CRM applications and SDLC

Achieved $7K billings within 4 months in a niche market

Train and mentor new consultants

Randstad Staffing Solutions June 2015- November 2020

Senior Staffing Manager

Secured 28 new accounts with local manufacturing, engineering, and logistics organizations.

Closed approximately $45,000 in direct hire fees in a 12-month period.

Worked with prominent MSP clients such as Novartis, Coca Cola, and Nestlé

Exceeded revenue gross margin targets for staffing activities.

Interfaced with clients to provide staffing solutions.

Expanded market territory through effective cold calling techniques.

Acted as a subject matter expert in branch compliance.

Sourced, attracted, and screened candidates through databases, employment sites, and social media platforms

Managed weekly payroll entry for over 150 active talents.

Trained new team members on daily business operations.

Response TECH Innovative Security Solutions January 2014- May 2015

Sales Consultant

Secure new accounts with local business owners to facilitate product sales.

Act as company liaison for local businesses

Construct proposals for potential clients based upon site survey’s.

Data input of new customers and account activity

Manage specific territory to enhance marketability of product and grow company presence with business owners.

Expanded knowledge on product in order to push sales and meet monthly quota.

Help develop marketing plans, attend related marketing events and trade shows.

Perfect Staffing Solutions LLC October 2013 – December 2013

Jr. Recruiter

Secure new accounts with local health care, administrative, and information technology organizations

Act as company liaison between employee and organization

Grew market territory by setting up face to face meetings through cold calling techniques

Data input of new clients and account activity

1919 Inc. May 2013- October 2013

Account Manager

Secure new accounts with local business owners to facilitate product sales

Act as company liaison for local businesses

Data input of new customers and account activity

Manage specific territory to enhance marketability of product and grow company presence with business owners.

Expanded knowledge on product in order to push sales and meet monthly quota.

EDUCATION:

Salisbury University

Communications (Major)

Business Administration (Minor)

Completed CompTIA Security ++ Course

References: Can be presented upon inquiry