

## DEREK J

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### PROFILE

**Visionary leader** who is recognized for transforming existing businesses into highly profitable ventures in short periods of time. Recognized as a leader who spearheads new sales and marketing initiatives and is quickly promoted to managerial status due to extraordinary sales abilities. *Demonstrated achievements in the areas of:*

- Staff Training and Development
  - Staff Supervision (*Management/Sales*)
  - Exceptional Sales
  - Office Management
  - New Business Development
  - Innovative Business Solutions / Strategies
  - Company Acquisitions (*Nationwide*)
  - Marketing and Advertising Strategies
  - Goal Setting and Development
  - Research and Analysis
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### EXPERIENCE

**INNTECH, INC.** – Golden Valley, MN **2003 – present**  
(*Recruiting firm specializing in the placement of high-level executives/engineers*).

#### **Office Manager / Business Development Manager**

Promoted to Office Manager after 3 months. Supervise 4 Business Development Managers and 7 Senior Level Recruiters. Manage a database of over 120,000 resumes to research and place candidates based on the client's job description and requirements. Prospect by cold-calling on manager's of high-profile, fortune 100-500 companies.

- ❑ **Surpassed company's 25-year sales record by 21%** after first 4 months and **increased client database since hire date by 11%**. *Accomplished this by:*
  - **Expanding sales force** (*from 5 to 11*)
  - **Restructuring labor pay** (*from salary to commission-only*)
  - **Implementing innovative training and marketing procedures.**
  - **Introducing new sales goals**

**INFORMATION X** – Minneapolis, MN **2000 – 2003**  
(*IT Consulting firm, Internet Café company*).

#### **General Manager**

- ❑ **Conceptualized, arranged and started up 13 Internet Café's nationwide.** Researched demographics, hired and trained management and sales staff, and set up print and advertising to ensure café success. Designed and implemented a new computer network for the first Internet Café.
- ❑ **Increased number of clients for IT Consultants from 23 to 164.**
- ❑ **Managed the acquisitions of 4 companies nationwide.** Opened up locations, handled logistics, and strategically planned business and marketing initiatives.
- ❑ **Revitalized the IT Consulting side of the business by bringing in 13-18 new salespeople** within 3 months.

**ACCUSTAFF – Minneapolis, MN****1996 – 2000**

*(Recruiting firm handling a variety of administrative, accounting, and health-oriented positions. In 2000, company was purchased by Randstad.)*

**Office Manager / Recruiter**

Initially began as a Temporary Recruiter working off the Accustaff database. After 2 months, worked strictly on filling direct hires and due to high success ratio and placement of direct hires, was quickly promoted to Office Manager in the Brooklyn Center location.

- ❑ **Held 39% of all client accounts in the entire company.**
- ❑ **Opened and staffed 4 additional locations** in the Twin Cities with 8 –15 employees per location. Researched demographics, staffed the locations, and set up advertising.
- ❑ Provided with full responsibility to manage each location, and strategically implemented new business solutions to ensure success and high profits.
- ❑ Evaluated, developed, and implemented creative interviewing procedures.

**PREMIER CUSTOM AUTO – Minneapolis, MN****1993 – 1996**

*(Company customizes vehicles, and provides installation of new car accessories).*

**Manager / Showroom Sales / Detailer**

Started in 1993 as a detailer. Moved into Showroom Sales and wrote and designed the company's advertising. Moved into manager status at 19 years of age, overseeing a staff of 45 employees.

- ❑ Implemented a 401K structured employee benefit package.

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**EDUCATION / TRAINING****1999 – Real Estate License****1994 – KRS Computer and Business School.****1993 – Coon Rapids High School**

Windows XP/NT/2000, MS PowerPoint, MS Excel, MS Word, Novell, Corel.