

BRIAN BEATTY



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Offering tradition of performance excellence in Recruitment, Staffing, Client and Vendor Relationship Management, Candidate Services and Internal Corporate Policies

Top-performing recruitment executive with history of fulfilling multiple national staffing requirements for both new and existing public and private clientele. Expertise includes solution selling, focused market penetration, sales plan development and relationship building on a national scale. Ability to staff new corporate divisions from the ground up. Proactive leader, sound negotiator, influential communicator and proven team builder. Possess true hunter mentality with ability to identify opportunities, penetrate new markets and secure profitable and trusting business relationships that consistently yield high returns. Respected for wide range of industry knowledge, ability to build high performance teams and relentless pursuit of corporate objectives.

Recruitment Qualifications

- Strategic Staffing Planning
 - Recruitment Leadership
 - Client Relationship Building
 - Vendor Coordination
 - Territory Cultivation
 - Employee Development
 - Mentoring/Coaching
 - Needs Assessment
 - Program Development
 - Account Penetration
 - New Market Identification
 - New Position Introduction
 - Power Negotiation
 - Program Implementation
 - Budgeting/Cost Control
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Education

1993 **Temple University, Philadelphia, PA**
Bachelor of Business Administration

Experience

Net Revenue Professional Search & Strategies LLC

Net Revenue is a national search and strategies firm that provides recruitment services to software manufacturing and enterprise consulting and strategic services markets

Principal

3/00 – Present

Tasked to build, grow and maintain new and existing business relationships on a national scale. Create and implement marketing strategies, establish sales and partnership plans and goals. Focused efforts on account penetration with enterprise application software manufacturers and enterprise consulting services vendors for placement of field sales, sales support (sales engineers, solution architects and professional services consultants), marketing and engineering professionals.

Developed deep relationships with multiple CxO level members across a diversity of enterprise software and consulting services corporations.

Century Associates, Inc.

Century Associates is a national recruitment firm focused on the sourcing and placement of field sales, sales support and marketing professionals in the IT Industry

Senior Account Manager

6/96 - 2/00

Recruited to jump-start the Enterprise Software Recruitment division nationally. Developed successful and profitable long term relationships with senior client management. Provided full life cycle recruitment services that included candidate sourcing/qualification, interview scheduling, salary negotiation and final placement. Consult with Client Management and Hiring Managers to develop and implement successful recruitment strategies.

Key-Achievements

- "Century Club" winner '97, '98 '99

EZPower Systems, Inc. (acquired by DocuCorp)

A Privately held software manufacturer of Enterprise Document Management and Workflow Applications

Account Executive

3/95 – 6/96

Marketed and sold Enterprise Document Management and Workflow applications to Fortune 1000 accounts in the Mid-Atlantic and Central Regions. Created new marketing and account development programs to increase Fortune 1000 prospects and new Alliance partnerships.

Key-Achievements

- Successfully developed and won company's first key reseller agreement and client.
- Created and developed key business relationships with industry specific Systems Integrators, Resellers and Consulting firms.
- Provided product demonstrations and training to prospective and established partners on the core product, peripheral technologies and competitive analysis.
- Achieved 100% of assigned sales objectives in first year of company's incorporation and product release.
- Collaborated with Senior Management to develop product launch, distribution, marketing, sales structure and distribution channels.
- Negotiated first client win and reference site.

Enterprise Leasing Company

Assistant Manager

1/94 – 2/95

- Responsible for all aspects of office management, sales and marketing for a remote office branch.
- Trained new leasing agents, prepared contracts and set up corporate leasing accounts with local businesses.