

## Health Care Recruiter

A results driven and award winning Recruiter with 12 years of success in prospecting, networking, and closing the deal while helping clients transform their lives. I have a well established network of hundreds of contacts already. I am willing to travel and to relocate for long term opportunity. My formula for success is a deep passion for helping others. My core competencies include: superb people skills, psychology, communication, consensus building, motivation, coaching and persuasion.

### Areas of Expertise

- ♦ Prospecting
- ♦ Public Speaking
- ♦ Listening
- ♦ Marketing
- ♦ MS Office Suite
- ♦ Leadership
- ♦ Building Trust
- ♦ Needs Analysis
- ♦ Relationship Building
- ♦ Networking
- ♦ Strong Closer
- ♦ Persuasion
- ♦ Consultative Selling
- ♦ Calm Under Pressure
- ♦ Training and Coaching
- ♦ Referral Generator
- ♦ Writing and Verbal Communication
- ♦ Business Development in Community
- ♦ Able to Routinely Overcome Objections
- ♦ PC Troubleshooting/Technical Support
- ♦ Lateral Thinking/Creative Problem Solving
- ♦ Communicates Well with Diverse Clientele
- ♦ Vast Experience with Many Types of Software
- ♦ Strong Follow Through Before & After the Sale

### Accomplishments

- ♦ Awarded the Bronze Star Medal for rescuing wounded personnel in action by a Three Star General.
- ♦ Earned the Army Golden Accommodation Medal for finishing highest achieving recruiter of 190.
- ♦ Awarded Master Recruiter the U. S. Army's highest recruiting achievement.
- ♦ Promoted to the Rank of E-8 First Sergeant earning 6 good conduct medals in the process.
- ♦ Accomplished and compelling public speaker to large groups by way of 12 years experience.
- ♦ Went above and beyond with motivational speaking engagements for my community and schools.
- ♦ Always ranked in the top ten percent of the 190 U. S. Army Recruiters in Texas.
- ♦ Implemented a redemption plan for unsuccessful recruiters in my office saving 30 recruiters.
- ♦ Top service technician for Xerox Corporation annually out of 200 in the company 1989 – 1992
- ♦ Supervisor said "resourceful self starter with lots of drive and potential" and "maintains poise and Sound judgment in difficult situations" in recent performance review.

### Experience

**Master Recruiter** for the U. S. Army, Houston, TX

March 1997 – April 2009

As First Sergeant supervised staff of 18, and became a Certified Career Counselor. Always finished in the top ten for production of all Texas Army Recruiters. I became successful in marketing, business development and prospecting. Responsible for dramatically transforming many candidate's lives and careers for the better. We were always required to sell the candidate's parents in addition to the candidate. Routinely made recruiting presentations to schools and colleges with audiences as large as 2000 students. I had sole responsibility for coaching, training and leading our office staff of 18.

### **Experience Continued**

**Combat Medic**, for the U. S. Army, Houston, TX June 1993 – March 1997  
Monitored the incoming personnel to ensure vital signs were good, stopped bleeding, administered oxygen, secured wounded to back/neck brace, performed rapid diagnosis, triage, CPR, rescued wounded soldiers from the theater via U. S. Army helicopter. I was awarded the Bronze Star Medal for rescuing wounded personnel during action by a Three Star General. Expert in all types of first aid.

**Service Technician/Field Engineer** for Xerox Corporation, Houston, TX Nov. 1988 – Dec. 1992  
An expert copier, printer and office machine repair/maintenance technician with ten percent of my time involved sales to business clients. Employee of the month nine times in 3 years, had extensive client contact with this company.

### **Education**

B.S. in Psychology, University of Houston, Texas 1987 – 1989

DeVry Institute, Houston, TX for Computer Repair Technician 1989 – 1990

Certified in the U.S. Army's 79T Recruiter Course

Certified in the U. S. Army's Career Counselor Course

Certified in the U. S. Army's Military Instructor Course

Certificate of Completion in Tom Hopkins No Bull Selling Course

Certificate of Completion in Tom Hopkins Sales Mastery and Success System Course

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