

# Brian Evans M.S.



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## Profile

Experienced and results-oriented Talent Acquisition & Business Development Manager with a proven 13-year history of exceeding sales targets and talent acquisition metrics in the Technology, Accounting, and Financial sectors. Skilled in implementing effective communication strategies and consultative sales techniques to drive success. Demonstrated ability to lead and execute strategic initiatives to enhance problem-solving capabilities. Proactively identify opportunities, cultivate relationships, and deliver impactful business solutions.

## EDUCATION AND CERTIFICATIONS

 POMONA, CA

**Project Management | Master of Science**  
**DeVry University, Keller Graduate School of Management**

 POMONA, CA

**Technical Management | Bachelor of Science**  
**DeVry University**

Concentration: Information Technology

### **AIRS Training Recruitment Certifications**

Professional Recruiter Certification (PRC)

Certified Diversity & Inclusion Recruiter (CDR)

Certified Social Sourcing Recruiter (CSSR)

Certified Internet Recruiter (CIR)

Certified Social Media Recruiter (CSMR)

### **American Staffing Association**

Corporate Recruiting Professional

### **OSHA**

OSHA 30 General Health & Safety

## PROFESSIONAL EXPERIENCE

 10/2024 – PRESENT  FRESNO, UNITED STATES

### **Manager, Business Development** **TrueBlue Inc. - PeopleReady**

- Developed and implemented territory business development plans, resulting in a 10% increase in year-over-year sales.
- Identified high-potential prospects aligned with company goals, improving client satisfaction and retention.
- Recruited, screened, interviewed, and placed top-tier manufacturing talent in strategic roles, leveraging market knowledge and industry relationships.
- Executed targeted sales and recruiting activities, consistently exceeding performance targets and driving revenue growth.
- Conducted client meetings to assess human capital gaps, delivering tailored solutions to optimize operational efficiency and performance.
- Implemented innovative recruitment strategies using advanced technology and interpersonal skills for efficient documentation and client communication.
- Negotiated pricing structures to maximize ROI while providing quality staffing solutions.

 01/2021 – 10/2024  REMOTE, CA



### **Manager Talent Operations & Sales** **Ashby Talent Solutions ~ Staffing**

- Demonstrated expertise at leveraging B2B sales with over quota attainment.
- Develop new business partnerships with organizations in the Technical & Engineering landscape.
- Actively identify and generate leads through strategic sales and marketing plan.
- Devise and execute strategic recruitment plans aligning with company's recruitment strategy.
- Created consistency around Recruitment across business units in the US and leveraged EMEA and

## PROFESSIONAL EXPERIENCE

APAC.

- Trained and developed staff on sourcing via Boolean X-Ray & Flip searching, lowering lowering cost per hire, increasing time to slate.
- Implemented KPI standards to increase efficiency & measuring source yield rates, time to fill and ultimately reducing cost per hire and produced measurable results.

 06/2019 – 01/2021  REMOTE, CA

### **National Recruiting Manager TITAN School Solutions**

- SaaS Technical Recruiting for Tech Startup reporting to the Sr. Vice President of Operations.
- Implemented new talent acquisition program for startup created KPI's for tracking metrics for TA program producing quantifiable data to senior leadership of program health.
- Partnered directly with all company VP's and department leads for strategy and succession planning.
- Increased total company head count by 26% and maintained 4% attrition across all business units.
- Brand ambassador to attract high caliber candidates from SaaS space through social media sourcing efforts as well as targeting successful professionals to increase diversity in technology using Paycor Applicant Tracking System.

 10/2016 – 05/2019  FRESNO, CA

### **Talent Acquisition Manager Alorica Inc.**

- Implemented strategy within the confines of the corporate vision to bring quality service to Fortune 500 clients.
- Managed performance of Clovis & Fresno sites exceeding business unit requirements and fill rates.
- Supporting business partner across Training and Operations to calibrate and bring in highly motivated candidates dedicated to a great customer experience & technical expertise.
- Used strategies to aid in success of Clovis & Fresno staff using a sales cycle approach to build brand awareness across social media platforms such as Facebook, LinkedIn, and Instagram while using Taleo Applicant Tracking System.

## PROFESSIONAL EXPERIENCE

 03/2014 – 08/2016  REMOTE, CA

### **Talent Acquisition Senior Lead Confie**

- Managed four Recruiters & one Contract Recruiter for multiple business lines.
- Implemented, monitored, and controlled Talent Acquisition through Key Performance Indicators (KPI's).
- Provided & Implemented management training geared towards developing staff, for internal succession planning.
- Key contributor in Planning & Implementation of Talent Acquisition program, monitoring and controlling sales development program based on thirty, sixty and ninety-days post-hire.

 07/2012 – 03/2014  REMOTE, CA

### **Business Development Manager Blue Oak Staffing LLC.**

- Led B2B sales strategies to drive revenue growth in the region, surpassing sales targets
- Conducted comprehensive research on economic conditions, industry trends, and competition to inform business decisions
- Identified and targeted key markets for expansion to maximize ROI for marketing initiatives and enhance market presence
- Implemented process improvements to streamline operations and enhance efficiency
- Cultivated strong customer relationships and ensured high customer retention rates by assessing and addressing customer needs

## Qualifications

### QUALIFICATIONS

Talent Acquisition Management  
**Full**

Negotiations  
**Professional**

Vendor Management  
**Professional**

## Qualifications

### QUALIFICATIONS

B2B Sales Management Staffing

**Professional**

Monitoring and Controlling Talent Programs

**Professional**

Consultative & Challenger Sales Methodology

**Professional**

## Hobbies



Feeling the  
music



Golf



Fitness