

Mackenzie Farrell

Recruiter

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- Maintain relationships with existing and potential client contacts to provide customer service, gain industry knowledge, and get referrals and sales leads.
- Identify, select and recommend the best candidate for the client requirement.
- Qualify customer needs and requirements.
- Responsible for hiring, firing and training new Recruiters to ensure production goals are achieved.

Highlights and Awards:

- Aerotek Recruiter Rookie of the Year of the Richmond, VA office for 2011.
- Aerotek Sales Rookie of the Year of the Richmond office for 2012.
- Top 3 sales ranking throughout Mid-Atlantic region for two consecutive quarters.
- Top 3 recruiter ranking throughout Mid-Atlantic region for one quarter.
- Created and implemented an office wide mentor program between Account Managers and Recruiters.

EDUCATION

Virginia Commonwealth University **Richmond, VA** **May 2010**

Bachelor of Fine Arts

- ICOGRADA Qatar Scholarship Recipient: 2009
- Roger Baugh Scholarship Recipient: 2008

INDUSTRY INVOLVEMENT

Girl Develop It **Dallas, TX** **2014 - Present**

- Attended JavaScript one day training
- Currently attending Web Design Fundamentals 17 week class

Dallas Ruby Brigade **Dallas, TX** **2014 - Present**

JRGBC **Richmond, VA** **2011 - 2013**

Programs Committee Chair and Emerging Professional Committee Chair

- Help to establish new events and coordinate the annual calendar. Develop goals and strategies to increase membership among young professionals.

AGCVA **Richmond, VA** **2012 - 2013**

Membership Committee Volunteer

- Focus on outreach efforts to companies regarding membership and participation at events.