

Shannon Maloney

Kansas City, MO * (816) 656-1723 * shannon.m.maloney@icloud.com

CAREER OBJECTIVE

Business Developer with almost 10 years of experience working diligently to enrich peoples' lives through well-respected organizations. Currently seeking a career with a team who leverages their influence and abilities for good.

CORE COMPETENCIES

- Excellent Communication
- High Emotional Intelligence
- Deadline and Results Driven
- Networking
- Detailed and Organized
- Empowering Others

PROFESSIONAL EXPERIENCE

INDEPENDENT CONSULTING, Kansas City, MO

Business Development, Mar 2018 – present

- Your Wellness Connection: Network within the wellness community to promote the movement and mission of Small Changes Big Shifts. Creating and selling of wellness initiatives including retreats, online programs and speaking engagements
- Overflow Storytelling Lab, LLC: sponsorship strategy, networking and sales
- Kamba Fit: strengthen its member community, create and promote events to engage with the surrounding neighborhoods, advising on office operations to streamline processes

BREAKOUT KC, LLC, Kansas City, MO

Business Developer, Mar 2016 – Feb 2018

- Educated and excited business professionals on the premier team building experience through networking, sales calls, emails and online inquiries.
- Oversaw and managed sales department, creating processes and procedures to strengthen the brand and further Breakout KC's reputation for excellent customer service.
- Continually maintained or exceeded sales expectations.
- Actively engaged community networks including Visit KC, KC Chamber, Leawood Chamber, KCYP, genKC and KCAA.
- Created specialized product packages based on observation and analysis of customer needs.
- Trained Special Event Coordinator to be the administrator, point of contact, logistical planner and day-of host for all special events.
- Helped create Team Lab, a professionally-led team building workshop centered around the escape rooms.
- Displayed excellent organizational and communication skills when balancing the various roles.
- Set goals and deadlines for the department.

ADAPTIVE SOLUTIONS GROUP, Overland Park, KS

Senior Technical Recruiter, Feb 2016 – Mar 2016

- Matched the skills of prospective candidates to customer requirements, bringing in new customers and candidates.
- Continually met or exceeded weekly business growth goals.
- Sourced qualified candidates through Internet searches, cold calling, and referrals.
- Effectively screened candidates to ensure that all their skills are identified in order to develop a pipeline of candidates for present and future opportunities while also communicating our clients' job opportunities.
- Built and maintained strong working relationships with current consultants, potential candidates, and clients.

COMPASS IT CONSULTING, Olathe, KS

Senior Technical Recruiter & Account Manager, Feb 2008 – Dec 2015

- Initiated sales calls, qualified leads and coordinated meeting with appropriate client representatives.
- Successfully opened new accounts which resulted in revenue allowing for expansion of the recruiting team and office staff.
- Communicated with various levels of our client's management to successfully identify business opportunities and key staffing needs.
- Successfully filled all levels of IT openings by sourcing for qualified professionals and negotiating pay and other terms important to our clients.
- Consistently met and exceeded sales and recruiting expectations.
- Established and maintained a pipeline of potential candidates and prospective clients.
- Managed ongoing account maintenance and delivered effective, professional customer service.
- Streamlined the efficiency of recruiting processes and procedures to maximize productivity and motivate other recruiters.
- Built and maintained long-term, meaningful relationships with clients and candidates resulting in repeat business and quality referrals.
- Thrived in many aspects of business operations including, new client acquisitions, recruiting, personnel management, contract negotiations, onboarding process, payroll, office administration throughout eight year tenure.

EDUCATION

OKLAHOMA CHRISTIAN UNIVERSITY, Edmond, OK

Bachelor of Science in Organizational Communications, International Studies Minor, Apr 2007

- Officer of Social Service Club
- Sales Internship for Energy Jobs Network

ADDITIONAL SKILLS

- Building and maintaining long-term relationships with business partners
- Communication and Collaboration
- Strengthening Client Engagement and Relations
- Negotiation and Strategy
- Customer Fulfillment
- Ability to meet deadlines
- Goal-Oriented, team and individual
- Proficient in Microsoft Office and Social Media products
- Pipedrive CRM

REFERENCES

Available upon request