

# ERIK BLUBAUGH

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## KANSAS STATE UNIVERSITY

Bachelor of Science  
Business Administration-  
Marketing  
2005 – 2009

## LABETTE COMMUNITY COLLEGE

Study of Business  
Management  
2004 – 2005

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## SKILLS

Communication  
Attention to Detail  
Problem Solving  
Organization & Planning  
Customer Service  
Client Interaction  
Effective Decision Making  
Building Relationships

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## AWARDS & ACTIVIES

KidsTLC  
Young Advisory Board  
  
2005 NJCAA National Wrestling  
Championship Team Member

## HIGHLIGHTS

- Over 10 years of professional sales experience.
- 10 years of CRM experience with multiple systems.
- Experienced with over 10 years of building and maintaining lasting relationships with clients, candidates and vendors.
- 2 years of IT recruiting experience.
- Skilled in presenting demos, proposals, and creating quotes for current and potential customers.

## EXPERIENCE

### TRICOM

Technical Recruiter

Leawood, Kansas  
03/18 – Present

Proactively built pipeline of skilled candidates for open/future jobs by making out bound calls, emails, LinkedIn posts and LinkedIn searches daily. Met face to face and over video with potential candidates and current billables to build strong relationships. Connected with billables to address any needs on their placement. Tripled the amount of placements in 2019 vs. 2018. Collaborated with account managers, co-workers and hiring managers to ensure all necessary skillsets were recruited for each job.

### SCANSOURCE COMMUNICATIONS

Senior Account Executive

Lenexa, Kansas  
01/11 – 03/18

Built and retained strong relationships with resellers, vendors and co-workers. Educated partners of new and existing products and prices. Accelerated growth of client's business. Acquired and secured new business from competition through inbound and outbound sales. Continuously met and exceeded company and individual goals. Built relationships with C-Level executives. Grew personal book of business by over \$3M in 2016 and by \$2.3M in 2017.

### ENTERPRISE RENT-A-CAR

Management Trainee | Rent-A-Car Division

Baton Rouge, Louisiana  
12/09 – 12/10

Supported the management of a multi-million dollar inventory. Ensured corporate procedures were followed. Increased guest satisfaction to the highest numbers in branch history. Opened, reconciled all transactions and closed the branch daily. Built rapport with customers. Assured maintenance was performed on all vehicles in a timely manner. Designated to assist at multiple locations by the Regional Executive Committee.

## REFERENCES

Available upon request.