

Michael D. Lewis

Objective:

Highly competitive full cycle recruiter seeks to obtain a leadership position in a competitive environment where my years of experience in human resources can benefit my employer.

Strengths:

- Detail oriented team player who consistently exceeds company and personal goals
- Account management, sales, recruiting, new customer development, research, training, employee relations, compensation, screening, interviewing and cold calling
- Forging profitable relationships with clients, candidates and internal employees\
- Ability to identify, attract, train and retain quality talent
- Master networker who has a vast network both nationally and internationally
- Strong problem solver who adapts well to new technologies

Work Experience:

Ryder Logistics

Recruiter 2008-2009

- Assigned Ryder's largest client General Motors
- Instrumental in resurrecting the GM account after years of mismanagement
- Hired an average of 10 new employees per month
- Selected to participate in Ryder's new Corporate Branding program

Quicken Loans/Rock Financial

Executive Recruiter 2004-2008

- Fastest promotion from recruiter to Executive Recruiter
- Hired an average of 16 high performing sales professionals each month
- Awarded a trip to Puerto Rico for outstanding performance in 2007
- Top 5% hire production for 2007-2008
- Awarded top performance award for 6 straight months (Quicken Coins)
- Nominated for Best Performance by a Recruiter 2007-2008

Responsibilities: Partner with Senior Management to assist in forecasting future hiring needs. Utilize team, personal and professional networks and innovative recruiting sales tactics to identify, develop, and recruit top performers. Develop contests and creative strategy to drive employee referral program. Demonstrate positive results in direct sourcing and cold call recruitment. Consistently maintain pipeline of candidates through effective sourcing.

Michael D. Lewis & Associates

Managing Partner 2003-2004

- Secured \$500,000 in new business for clients
- Created an etiquette skills training program for Detroit Compact Students

Johnson Controls

Sales Engineer 2001-2003

- Managed the City of Detroit Account
- Instrumental in securing additional \$750,000 contract

White Construction

Business Development 1999-2001

- Secured \$5 million DMC Carom Suites Project
- Secured \$2.1 million Woodward Academy Project
- Created White Construction Web site (www.whitecon.com)
- Facilitated and directed ISO 9001 Quality Certification
- Managed Client Relations for over 40 candidates

Detroit Institute of Arts

Manager Corporate Relations 1997-1999

- Negotiated \$155,000 grant for Hudson's First Fridays at the DIA
- Secured \$300,000 grant for Wealth of the Thracians (Meritor Automotive)
- Managed DIA's \$1.1 million corporate campaign

Blue Care Network

Human Resources Rep 1996-1997

- Coordinated hiring for 7 departments
- Coordinated Career Fairs and College Recruiting

First of America (National City Bank)

Staffing Specialist and Compensation Analyst 1992-1996

- Assisted a team that hired an average of 100 employees per month
- Directed the full cycle recruiting for over 30 departments
- Assisted a team that converted merged employees from Security Bank and Trust to First of America's HRIS system

Education

Western Michigan University

B.A.-Finance MPA-Public Personnel Administration