

Daniela Wilson - (719)-680-2921

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Objective:

Highly motivated, driven, results oriented, and multilingual sales professional. With more than 20 years of sales experience dealing with national and international accounts, including Fortune 100 companies across many sectors. Seeking opportunity within staffing vertical to build national and international accounts

Summary of Qualifications/ Achievements:

- Fluent in every aspect of staffing from recruitment to payroll.
- Successfully recruited more than 1,000 candidates for more than 100 clients in four countries.
- Managed staffing and HR for companies ranging from startups through multinational Fortune 100 companies across many sectors.
- Direct executive contact with national and international entities.
- International business development experience.
- Coached individuals; designed and held workshops and seminars to train employees.
- Interfaced with client companies to identify hiring needs and created forecast and plans to facilitate and meet needs.
- Knowledge and ready to take the 107 test for commercial drone use.

Employment:

ABM Building Value,

Business Development Manager

3/2020-

present

Started new in sales for the Facility Services environment with a \$500,000.00 margin for the remaining business year. As of August, I overachieved my margin by 250% - \$1,250,000.00. Building new and strong relationships with clients.

ISS Facility Services,

HR, Key account and Safety Manager, Commerce City, CO

3/2019- 3/2020

As HR Manager:

- In a 2.5% unemployment market, I sourced, hired, onboarded and managed more than 25 new hires during a six-month period.
- Developed workplace rules and employee pipelines to ensure full-staffing requirements were met.
- Saved clients an average of 30% in recruiting and staffing costs.
- Directly ensured the company became and remained in compliance with Occupational Health and Safety (OHS) guidelines.
- Developing and implementing HR strategies and initiatives aligned with the overall business strategy. Bridging management and employee relations by addressing demands, grievances or other issues.

As Key Accounts Manager:

- Developed prospects for key accounts.
- Create needs analysis and pitch plans to secure new accounts.
- Working with clients to fulfill clients needs and overcome issues.
- Proactively created retention plans for existing clients.
- Prepared and presented to client management forecasts and budgets.

As Safety Manager:

- Owned and updated the SDS sheets.
- Trained new hires for CSA testing with 95% pass rate.
- Involved in clients safety meetings.
Created, managed and oversaw daily staff safety analysis.
- First-line safety resource

**Apprentice Personnel,
Senior Staffing Consultant, Denver CO.**

10/2017-03/2019

Business development for active, inactive and prospect clients. Maintained client satisfaction and retained active accounts. Conduct sales activities to drive *50% year over year unit growth*. Acted as local expert in the industry; consulted with local businesses on market trends, salary recommendations and talent availability. Recruited top candidates based on client's needs to fill talent pipeline. Engaged in skills marketing for permanent placement candidates to prospects and clients. Budget calculating and improvement. Monitored adherence to internal policies and legal standards including UNION.

**Mercedes Benz of Denver,
Sales Advisor/Business Development, Denver, CO.**

2016 – 9/2017

Successfully sold automobiles, being an expert of the hardware and features on all the vehicles as well the best options on service plans for every vehicle.
Finding new ways of promoting and marketing Mercedes Benz of Denver.

**Crossroads Substance Abuse Facility,
Executive Admin. Assistant, Trinidad, CO.**

2014 – 2016

Supported day to day operations of the CEO office. **Participated in recruiting and staffing activities for caseworkers and office administration employees.** Collaborated with in-house and outside counsel in multiple global jurisdictions on compliance with local statutory requirements, reviewing employment and consultant contracts, and development of new policies; oversaw research and drafting of domestic and international employee manuals, related country supplements, and standard operating procedures. Oversaw performance management and introductory, annual and 360 evaluation processes.

**Trinidad Ambulance District,
EMT, Trinidad, CO.**

2012 – 2016

Member of Trinidad Ambulance service team.

**New Elk Coal Mine,
HR Manager and Purchasing/Warehouse Manager, Weston, CO.**

2011 – 2012

Coordinated the fixed assets and accounts receivable/payable. Managed the inventory in the warehouse. Implemented and created and processed POs and requisitions for all departments. Collaborated with in-house and outside counsel in multiple global jurisdictions on compliance with local statutory requirements, reviewed employment and consultant contracts, and development of new policies; oversaw research and drafting of domestic and international employee manuals, related country supplements, and standard operating procedures.

**FLSmith Krebs Engineering,
Logistics Planner, Tucson, AZ.**

2008 – 2011

Participated, planned, scheduled, forecasted and managed the supply chain for equipment production to meet sales and shipping dates. Reduced back-log by 70% of manufactured parts saving company money and time.

**Wilson Staffing Agency,
Business Owner/President, Germany**

2004 – 2007

Responsible for all aspects of operating a small staffing agency business. I successfully worked my own Business Development department. Here some of my high-profile clients:

- *Krauss Maffei Munich, \$3,800,000.00 million*
- *Walter Gun's Ulm, \$1,539,000.00*
- *BMW Munich, \$2,560,000.00*

Just to name a few of my established customers.

Managed 300 employees and the day-to-day operations. **Coordinated and matched the employee's skill set to the customer job demand and requests. Administered all HR functions including compensation, benefits, and performance management. Responsible for all hiring, recruiting, interviewing, and selecting applicants.**

As the first staffing agency in southern Germany, revenue exceeded more than \$5.3 million.

Education:

- BA in HR Psychology and MBA Degrees - University of Augsburg, Germany
- Certification in Leadership and Management - Zürich, Switzerland
- Bavarian State Certification in Human Resource Management– Gross und Einzelhandels Kammer Augsburg, Germany
- Emergency Medical Technician (EMT) National and State Certification

Languages:

- German: Native fluency
- English: Fluent
- Italian: Conversational
- Greek: Basic
- Turkish: Basic

Skills:

- OSHA10
- MSHA
- Microsoft Office (Power Point, Excel, Word)
- Forecasting (Payroll, Budget's Expenses, Manhours, ect..)
- Quantitative Sales presentations
- Advanced practitioner of HR law's and regulations