







John Reynolds

Results-driven business development manager with eight years of experience in the staffing industry, specializing in client acquisition, workforce solutions, and contract negotiations. Proven track record of increasing revenue, expanding market share, and improving client retention rates.

CONTACT

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KEY SKILLS

- Client relationship management
- Recruitment strategy
- Contract negotiations
- Workforce solutions
- Sales and marketing

PROFESSIONAL EXPERIENCE

June 2019 - Present

Senior Business Development Manager | Talent Solutions Inc. | Atlanta, GA

- Secured contracts with Fortune 500 companies, increasing annual revenue by 35% by developing customized workforce solutions tailored to client hiring needs
- Implemented a new client retention strategy focused on personalized engagement and service optimization, resulting in a 20% improvement in employee retention rates across client accounts
- Manage and mentor a team of five recruiters, providing performance coaching and data-driven insights to enhance recruitment strategies and exceed placement goals

May 2015 - June 2019

Business Development Manager | Apex Staffing | Atlanta, GA

- Expanded client base by 45% through strategic networking, targeted sales outreach, and leveraging industry connections to establish long-term partnerships
- Negotiated and closed high-value contracts with mid-sized and enterprise-level companies, generating over \$2 million in annual revenue by aligning staffing solutions with business needs
- Conducted in-depth market research to identify emerging workforce trends, enabling the firm to refine service offerings and maintain a competitive edge

EDUCATION

Bachelor of Business Administration (B.B.A.)

University of Georgia, Athens, GA | May 2015 - May 2016

CERTIFICATIONS

Certified Staffing Professional (CSP), American Staffing Association, June 2018