

Jessica Hanchey

EXPERIENCE

Recruiting Manager, AVP

ESIS, Nationwide, 2019 – Present

- Dedicated Recruiting Manager for ProClaim, Sales & Partnership Services, Chubb Risk Consulting, Workers Compensation, Auto General Liability, Integrated Absence, Disability, and Recovery opportunities across the United States
- Talent identification for Insurance, Business Development, Environmental Compliance, Environmental Health & Safety (EHS / HSE), Industrial Hygiene, Ergonomics, Building Sciences, Sustainability, Occupational Safety, Construction Safety, Cybersecurity, and other hiring needs
- Full life-cycle recruiting using Oracle MyHR, PeopleSoft HRMS and Taleo Applicant Tracking Systems
- Source and screen candidates, coordinate interviews, complete the offer and onboarding process
- Utilized LinkedIn Recruiter to source 20% of new hires, including a leadership role that saved the company over \$60k in external recruitment fees
- Connected with current employees to source 26% of new hires via referrals

Environmental Recruiter & Account Executive

Independent Contractor, 2019 - Present

PointOne Recruiting Solutions, Nationwide, 2018 – 2020

The Newport Group, California, 2015 – 2018

- Created recruiting practices focused in environmental consulting, EHS, sustainability / ESG, industrial hygiene, air quality, stormwater, wastewater, environmental planning and permitting across the United States
- Proven success conducting talent searches within environmental consulting, energy commodity trading, utilities/power generation, chemical manufacturing, and pharmaceutical industries
- Acquired new clients through business development and obtained in-depth understanding of client needs, helping clients achieve business and hiring objectives by finding exceptional candidates to support and grow their companies
- Utilized various channels to identify qualified individuals, source passive candidates, and engage all applicants.
- Extensively networked with engineers, scientists, planners, and other environmental professionals
- Recruited highly qualified mid- to senior-level and C-Suite candidates for current client needs in addition to building an extensive network for future opportunities
- Handled negotiations related to client contracts and candidate offer letters, including compensation and benefits
- Maintained awareness of industry standards and trends within the environmental field
- Implemented SEO and social media strategies to increase networking outreach
- Proven success as a full-cycle recruiter, with numerous placements within environmental consulting in the \$100k-250k annual compensation range
- Trained junior recruiters and mentored to success

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Brand Market Manager and Experiential Marketing Specialist

Independent Contractor, Nationwide, 2004 – Present

- Improved brand and product awareness for companies nationwide, managed accounts, improved marketing effectiveness, trained staff, and directed events
- Increased import beer sales by 31% in 10 weeks as a regional market manager
- Consistently exceeded lead generation metrics and sales goals
- Exceeded social media ROI goals and maintained accurate KPI data
- Experienced team lead, product specialist, field manager, lead generator, manager, trade show hostess, convention model, brand ambassador, merchandiser, registration assistant, retail auditor, salesperson, spokesperson, demo rep, emcee, event manager, bartender, etc.

Specific brands, clients, and companies detailed on final page.

Assistant Director of Admissions

Education Management Corporation: Brown Mackie College of DFW, 2013 – 2014

Education Management Corporation: The Art Institute of Fort Worth, 2009 – 2012

- Conducted meetings with prospective students, counseled for admissions regarding appropriate educational programs, majors, and career paths
- Maintained current knowledge of student financial aid procedures, rules, & regulations
- Improved accuracy of transcript evaluation process for transfer students
- Assisted with preparations for accreditation visits by SACS and ACICS
- Increased profit for proprietary school
- Nationally, regionally, and locally acknowledged multiple times for top achievement by exceeding student enrollment and other metric goals
- Recognized for highest retention of students over time and highest number of referrals

Math Teacher

Carencro High School, 2003 – 2004

University of Louisiana at Lafayette, 2002 – 2003

- Taught high school freshman algebra and business math courses and remedial college algebra courses, tutored and mentored students
- Specialized training in SPSS and SAS

EDUCATION

Master of Arts in Education

Concentration in Higher and Post-Secondary Education

Argosy University

- Dean's Honor Roll
- 800/800 – GRE Math
- 750/800 – GRE Analytical

Bachelor of Science in Mathematics

Minor in Business Administration

Oklahoma Baptist University

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- 800/800 – SAT Math

High School Diploma

Oklahoma School of Science and Mathematics

- United States Achievement Academy Honor Roll
- National Mathematics Honor Roll of Distinction

OTHER

- Thorough knowledge of Microsoft Office Suite (Word, Excel, PowerPoint), AS/400, social media (LinkedIn, Facebook, Twitter, Instagram), student database systems (CARS and CampusVue), applicant tracking systems (Taleo, MaxHire, PCRecruiter, BullHorn, and CAPSX), and other resources (Indeed, ZoomInfo, Monster, CareerBuilder, etc.)
- Excellent interpersonal communication, networking, presentation, management, analytical, time management, and problem-solving skills
- Conversational French and American Sign Language (ASL)
- Tutored elementary students in reading lessons through America Reads program
- Volunteered / taught Sunday School, Vacation Bible School, and Children's Choir
- Member of Honors College, PanHellenic Sorority, and Junior League
- Volunteered at charity events for the Fleet Science Center, Jacobs & Cushman San Diego Food Bank, Children's Tumor Foundation, Love Hope Strength Foundation, Hogs for the Cause, Girls on the Run, DMS North Texas children's charities, and Big Brothers Big Sisters of San Diego County.
- Louisiana Responsible Vendor Server's Permit

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CLIENTS REPRESENTED

(via contract work completed as Brand Market Manager and Experiential Marketing Specialist)

- Airwell Group
- All State Insurance
- AMPYRA
- Apex-Brasil
- Ariat
- Aruba Networks
- AstraZeneca
- Atlantico Rum
- Aveeno
- Aviation Gin
- AXE Body Spray
- Barbie by Mattel
- Barista Pinotage
- Bayou Rum
- BC Powder
- Benelact Dairy
- Bit Stew Systems
- Biogen
- Black & Mild
- Blackberry
- Bleacher Report
- Breckenridge Bourbon
- Buchanan's Scotch Whisky
- Buick
- Cadence
- Captain Morgan Rum
- Casamigos Tequila
- CDNLive
- CES
- Chevrolet
- Chila 'Orchata
- Coca Cola
- Cointreau
- Cooking Light
- Coors Light
- Corona Light draft
- CoverGirl
- Crown Royal, Crown Royal Apple, & Crown Royal Vanilla
- Crystal Head vodka
- DavisTrapp
- Deep Eddy Vodka
- Djarum Clove Cigarettes
- Dodge
- Fireball
- Forest Pharmaceutical
- Fountain Powerboats
- FOX's The Following
- FP USA
- FreshPet
- Friendly Chevrolet commercial
- GE (General Electric)
- General Motors Card
- Glenrothes Scotch Whisky
- GMC & General Motors
- Gold Peak Coffee
- Goldfish Guitars
- Grand Marnier
- Grazie Footwear
- Harrah's Casino
- H&R Block
- Heineken
- Hooters
- Hornitos Tequila
- Hyundai
- Icon Studios
- Infuse Vodka
- José Cuervo Cinge & Sparkling Margarita
- Keyence
- Kotex
- Licor 43
- L'Oreal
- Loncar & Associates
- Macallan Scotch Whisky
- Mark Ten
- Marlboro
- Match.com
- Matterport
- Maxim
- Mealmovement.com
- Michelin Tires
- Miller Light & Miller 64
- Million Dollar Matchmaker (WE tv)
- Modern Bridal
- Moshi
- Nike
- NIVEA Lotion
- Novartis Pharmaceuticals
- Novo Nordisk
- NTRPG
- Oculus
- OCV Control Valves
- Ole Smoky Moonshine
- Opoli
- Panasonic
- Partida Tequila
- PeerView Institute
- Pisco Porton
- Progressive Insurance
- Purex
- Qualcomm
- Reba by Reba McEntire
- Red Stripe
- Redd's Apple Ale
- Remy Martin VSOP
- Rimmel Cosmetics
- Rising Creek Pictures
- Robert Mondavi
- Robertson Winery
- RPJ Productions
- Russian Standard Vodka
- Rustenberg Wines
- Samsung Gear VR
- Samuel Adams Beer
- Sbicca Shoes
- Secret Princes (TLC)
- Secure Insight
- Segway
- Serta Mattresses
- Shoie Helmets
- Simon Malls
- Simplicity Gourmet
- Skoal
- Smirnoff
- Soap Net
- Soul by Ludacris
- Speed SD Dating
- Sprint
- Staropramen Beer
- Stella Artois & Cidre
- Sterling Vintner's Wine
- Stoli Elit & Stoli Cucumber Vodka
- Sugar Island Rum
- Surkus
- Svedka Vodka
- Taco Bell
- TBS' House of Payne
- Teva Pharmaceuticals
- Three Olives Vodka
- TNT
- Toyota
- Transfix
- Twitch.tv
- United States Army
- US Smokeless Tobacco
- Various hair salons
- Volatile & Very Volatile
- Volstead Vodka
- Walmart
- Wild Turkey Spiced Bourbon & American Honey Liqueur
- WinStar Casino
- X-Rated Fusion
- X-Tropic