

TED BLIEFNICK

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PERSONAL STATEMENT

I am a results-oriented leader with 20 years experience in the areas of Software, Global RPO, Staffing, HR, Recruiting, Technology and Consulting services. With specific skills in Enterprise and Strategic Sales, Leadership, Hiring, Training, Operations, Managing P&L and People Development I'm looking for opportunities in a growing company where I can continue my mission of promoting leaders, building culture and exceeding quota. Currently seeking a position in sales, operations and leadership with a leading company to advance my career and develop others.

CORE COMPETENCIES:

Business Development	Leadership Development	Recruiting Strategies
Talent Acquisition	P&L Management	Budgeting and Forecasting
Data Analytics	Sales Prospecting Plans	Strategic Account Planning
Revenue Growth Strategies	Performance Development	Performance Management

TECHNICAL SKILLS:

Salesforce	Pardot	Microsoft	Prolifiq
Interseller	Zoom	ZoomInfo	Hubspot
Google Analytics	Linkedin	Sales Navigator	Linkedin Talent Solutions
ABM	Nextiva	Bombora	DocuSign
SpringCM	Bamboo	Fountain	Workday

PROFESSIONAL EXPERIENCE

Lead, GM Staffing, North America June 2025 –September 25 Toptal (Freelance)

- Responsible for leading global strategy for staffing business launch at Toptal
- Developed marketing, legal, technology, and recruitment efforts for global staffing solutions
- Implemented partnership with industry leading community network accessing 200 staffing program buyers for a faster GTM strategy versus traditional sales cycle
- Worked with all cross functional teams to implement and launch staffing business across several verticals starting with Industrial Products and Life Sciences
- Scheduled 31 meetings in 3 weeks to seek client feedback and interest in innovative staffing solutions offered by Toptal

Senior Vice President of Sales, North America June 2024 – April 2025 LiveHire (ASX: LVH)

- Led all sales initiatives and negotiated expansions with VMS and MSP leaders, Beeline and Tapfin
- Increased new opportunities by 300% year over year
- Spearheaded high-performance sales strategies for high-growth B2B SaaS talent mobility platform serving 150+ clients across 20 industries globally.

- Drive client engagement with award-winning recruitment and talent pooling solutions.
 - Cultivate robust client relationships and partner networks, enhancing customer experience.
- Skills: Business Development, Client Relations, Technology Integration, Global Talent Acquisition.*

Sr. Solutions Executive, North America RPO Leader 02/2022 – 12/2023 AGS- Tempe, AZ
 Allegis Global Solutions (AGS), services in 100+ countries, across RPO, MSP, and Total Talent that enables us to be a transformative partner in the way work gets done for our clients'.

- Led all North America RPO business development strategy and pursuits for AGS
- Achieved 80% win rate in 2023 for new RPO client wins
- Increased average Gross Profit per deal by ~50% from our average current client GP of ~26%
- Sold >\$3.5 million of GP business in 2023 during a time when the RPO market faced formidable challenges, marked by increased competition, waning need for RPO and Global economic conditions which impacted talent acquisition strategy and demand for RPO
- Sold the first global RPO deal in Allegis Global Solutions history with up to ~18,000 hires annually
- Advised and led major transformation for RPO growth and development through consultative efforts, market research, and internal political navigation to help AGS global positioning in RPO

Director of Business Development 02/2021 – 2/2022 PeopleScout- Chicago, IL

PeopleScout, a TrueBlue company, is the world's leading RPO provider managing talent solutions.

- Sold RPO solutions to Fortune 500 companies spanning a multitude of industries.
- Closed 8 new clients in my first 7 months in the company, and achieved 300% of quota.
- Negotiated and delivered the first grassroots co-op campaign utilizing cross operating company partnership to deliver unique recruiting marketing techniques.
- Worked closely with solutions, delivery, technology and internal leadership to help evolve all aspects of our solutions to help deliver the best recruiting solutions the client can get in the market.

Head of Global Sales and Customer Success 10/2019 – 12/2020 Talent Intelligence -Chicago, IL

Talent Intelligence is a global consultancy advocating research, analytics, diversity, and recruitment we help global companies with their HR strategy.

- Led all US sales and marketing efforts through a completely redesigned methodology integrating sales enablement, strategic account planning, and consultative sales methods
- Developed BDR program, Relationship Management program and Enterprise sales process for all US business
- Built and led a newly developed customer success team once we acquired the right customer portfolio
- Closed 3 Fortune 500 accounts with 12 month contracts and for first time in company history, had 4 clients running simultaneous long term contractual relationships
- Developed strategy for new business which led to 300% increase in new opportunities and over 125% increase in average revenue per opportunity
- Increased pricing 20-30% per project and average contract length by over 300% through implementing enterprise solution selling strategies
- Researched, created, and implemented a Diversity Practice model due to increasing demands of clients to hire diverse talent in the market

Senior Manager, Business Development 02/2019 – 10/2019 Arity - Chicago, IL

Arity turns mobility and driver data into meaningful behavioral insights. Our platform unlocks smarter, safer, and more efficient operations for your business.

- Designed and built BDR program in order to win new business
- Led all Sales and Marketing efforts for new sales campaigns and event management
- Generated over 700 leads through event management, inbound leads and website traffic
- Increased opportunities from prior 24 months by over 40% in 6 months
- Led all sales efforts for new campaigns toward new business segments: Insurance, Shared Mobility, Data, Mobile App Publishers and Smart City

Aerotek (an Allegis Company) 2004-2019

Strategic Sales and Operations Executive Schaumburg, IL

Director of Sales and Customer Success Aerotek-Tinley / Deerfield, IL

Senior Account Executive Aerotek-Indianapolis, IN

Account Executive Aerotek - Oak Brook, IL / Rosemont, IL / Indianapolis, IN

Recruiter/Senior Recruiter Aerotek - Oak Brook, IL

Today, as the largest staffing and recruiting company in the U.S., we serve virtually every major industry and market, and we've placed exceptional people in hundreds of thousands of roles and positions.

- Regional Sales Leadership role responsible for winning and retaining new Enterprise business
- Achieved 32% revenue growth and signed 15 new accounts in 2018
- Mentored from 5-20 Account Executives through strategic sales at any given point
- Led all Sales, Recruiting, Operations, and Customer Success in all recruiting efforts
- Grew Sales team from 8 to 24 and increased total headcount from 20 to 61
- Managed 35+ Customer Success/Recruiters and a team of 8 Customer Support
- Averaged 15 new hires per year over a 6 year period
- Drove weekly gross revenue from \$85,000 to \$235,000
- Improved gross profit by 60% from 2011-2015
- Promoted 3 people to Director roles during my 6 years as Director of Sales
- MW region in revenue growth (54%) and received Director of the Year in 2015
- Achieved annual sales contest in 2008, 2009, 2010, 2011, "Legacy Award" 2008
- Increased divisional gross revenue from \$11K/week to \$46K/week
- Increased divisional active customer base from 12 to 34
- Achieved #2 ranking in the region for point-in-time Sales in 2011

PERSONAL HIGHLIGHTS

2004 - Millikin University Graduate - Business Management & Communication

2018-21 - Millikin University, Alumni Board of Directors - VP of Alumni Relations

2015 - Aerotek - DBO of the Year and Largest Gross Revenue Growth (54%)

2011 - Aerotek - Diversity and Inclusion Champion-Corporate

2009 - Aerotek - Significant Impact Award - Midwest Region