

LUCI MYERS

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SUMMARY

Experienced management professional versed in business management, finance, and sales, with over 9 years of experience in fast-paced environments. Excellent planning and progressive management skills overseeing dynamic and cross-functional teams of 5-50 employees. Consistently delivering results through recruiting, hiring, training and developing a diverse, high performing team.

SKILLS

- Time Management
- Judgment and Decision Making
- Sales and Marketing
- Internal and External Sales
- Business Development
- Event Coordination
- Process Improvement
- Strategic Planning
- Budgeting and Finance
- Recruitment and Talent Development
- Contract Negotiations
- Customer Relations
- Multi-Operations Management
- Contract Management
- Revenue Adjustments
- Results-Oriented

PROFESSIONAL EXPERIENCE

09/2016 to Current **Account Manager**

TEKsystems – Tempe, Arizona

- Build new relationships and maintain current relationships with C-level, director level and management, understanding the local labor market and consult with clients to implement the most effective talent attraction and retention strategies
- Identify new business opportunities through research and cold calling potential clients
- Conduct a minimum of 15 face to face or over the phone agenda driven client meetings
- Negotiate contract terms between new clients and TEKsystems
- Fully qualify and identify IT resource/business needs with hiring managers based on crucial business projects to provide them with resources that are both a cultural and technical fit
- Screen candidates to ensure a quality match by qualifying work experience and completing professional references
- Prep candidates for phone screens and in person interviews by conducting mock

interviews

- Develop new and senior recruiters by arming them with market knowledge, effective messaging and communication skills and strategic sourcing strategies
- Manage a consistently fluctuating payroll of consultants with expenses, hours, and approvals.
- Negotiate salaries, manage new contracts, renewals, expiring contracts and conversions

01/2016 to 09/2016 **Recruiter**

TEKsystems – Tempe, Arizona

- Build and maintain a network of the top talent in the IT market
- Develop recruiting strategies designed to identify qualified candidates through internal data base, LinkedIn, networking, and job boards.
- Evaluate the strengths and areas of opportunity of candidates through screening and interviews.
- Negotiate wages, benefits, and other terms and conditions of employment with candidates.
- Oversee pre-employment steps including completing reference checks and coordinating background/drug tests.
- Manage contract employees while on assignment by giving them consistent performance feedback and coaching to ensure they successfully complete their assignments.
- Partner with TEKsystems Account Managers to identify top accounts and target skill sets.
- Invited to join the Sales Readiness Program 13 weeks into being a recruiter. Successfully complete and promoted into Account Management role

03/2013 to 01/2016 **General Manager**

24 Hour Fitness – Gilbert, AZ

- Manage all Club Operations and P&L Financial Performance
- Manage through four Department Managers (Operations Manager, Sales Manager, Fitness Manager, and Facilities Manager) and their individual teams to deliver member experience, cleanliness, revenue, and member retention goals
- Model team expectations by interacting and observing members / team members, checking the details of member experiences, making recommendations and solving problems
- Manage and executed a budget with specific Top line and bottom line revenue goals to ensure year over year growth
- Final approval on hiring, dismissal, and all performance management of employees

- Conduct New Hire Orientation for all new Employees
- Recruit, interview, and hire all new team members
- Conduct workforce planning sessions monthly with team to discuss performance management and resource needs
- Conduct weekly (or as-needed) staff meetings with direct reports to review performance, offer direction, motivation and guidance toward achieving individual and company play/goals
- Develop yearly, monthly and quarterly business plans and presented them to executive team
- Generate new accounts by implementing effective networking and content marketing strategies within the community.
- Negotiate prices, terms of sales and service agreements.
- Reduce and control expenses by driving top line revenue and managing labor/expenses

03/2012 to 03/2013 **Sales Manager**

24 Hour Fitness – Scottsdale, AZ

- Deliver an inviting, friendly and supportive experience for the members and guests.
- Hire, train and develop a strong team of Sales Advisors and/or Assistant Sales Managers who deliver on company goals and reflects its values.
- Lead and develop the Sales Advisor team and/or Assistant Sales Manager to increase club revenue with an emphasis on new club memberships and personal training revenue.
- Lead the execution of national membership sales Standard Operating Procedures (SOPs) to provide a consistent 24 Hour Fitness experience for potential members & guests, and manages authorized sales and marketing promotion campaigns.

EDUCATION

2005

High School Diploma:

Warrensburg High School - Warrensburg, MO