

# Adrienne Ross

Seeking New Opportunities in the greater-Roanoke, VA-area.

Roanoke, VA

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Self-motivated, dynamic professional with diverse credentials combining tactical marketing, human resources expertise with a strong business background, all while exceeding defined corporate goals.

Authorized to work in the US for any employer

## WORK EXPERIENCE

### Technical Specialty Recruiter

Apex Systems Inc. - Glen Allen, VA - 2014-08 - Present

- Promoted to SunTrust Bank headquarters and supported other various clients such as CVS Pharmacy nationwide, CenturyLink HQ, and BestBuy for internal IT solutions.
- Engaged in full lifecycle recruitment from initial cold call, screening process, interview preparation, on-boarding, to walk-in on first day
- Worked directly with sales team to clearly understand and deliver top clients' hiring needs for advanced technical roles
- Sourced potential candidates utilizing internal database, referrals, job boards, & external networking
- Constructed and actively maintained strong relationships, serving as direct point of contact with technical personnel/contractors through consistent communication & customer service (50 calls daily)
- Lead requirement qualification meetings directly with hiring managers to fully understand client needs
- Maintained a high-level screening process by preparing contractors for interviews, conducting reference checks, and administering technical tests

### Senior Mortgage Consultant

Sierra Pacific Mortgage Company, Inc. - Glen Allen, VA - 2013-09 - 2014-08

- Analyzed risk and credit-worthiness of potential borrowers through preliminary screening for purchase and refinance transactions
- Strong understanding of residential real estate proceedings and mortgage lending laws
- Attracted new potential mortgage loan applicants by networking within the public, specifically with the real estate community to establish potential borrowers and referral partners
- Established potential borrowers and referral partners through networking & making sales calls to prospective borrowers
- Acted as a liaison between borrower and lender, leveraging product knowledge to provide efficient service and ensure timely closings

### Marketing Intern

GRAiNEY Pictures - Los Angeles, CA - 2012-05 - 2012-07

- Assisted in development & creative production of advertising properties for companies such as GAP, Athleta, Old Navy, Target, & Banana Republic
- Aided with marketing research for production of "Atari: Game Over" a highly rated documentary currently on Netflix
- Worked with Creative Directors to drive internal projects to market
- Performed market research & brand audits for acquisition & servicing of new clients

- Completed an independent portfolio project that mirrored the advertising process from brand brief to concept presentation for Target Inc. & presented to upper managers
- Assisted with administration/ accounting to support day-to-day operations of an advertising agency

## EDUCATION

### **BS in Business - Marketing**

Longwood University - Farmville, VA  
2009 - 2013

## SKILLS

Marketing, Management, Inside/Outside Sales, Social Media Marketing, Microsoft Applications, Strong and Effective Communication Skills, Time Management, Event Coordination, Organization, and Major Drive

## LINKS

<https://www.linkedin.com/pub/adrienne-ross/60/29b/b0a>

## AWARDS

### **Most Outstanding Internship Award**

2013-05  
Marketing Internship in Los Angeles, CA

## GROUPS

### **American Marketing Association**

2012-08 - 2013-08

### **RVA Fashion Week**

2013-12 - 2015-05  
Event Coordination and Model

### **Richmond Chamber of Commerce**

2013-09 - 2014-09