

Natalie Oliverio

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A Recruiter by trade, Veteran Advocate by heart, I am relentless, resourceful, and creative. Relationships are everything to me and I expertly cultivate, build and create them at every chance I get. I am inspired to elevate human potential into an opportunity that can change a life. I donate all of my free time to veteran advocacy, mentorship and empowerment and work alongside amazing organizations to change the world for our transitioning military, veterans, and military spouses.

EXPERIENCE:

- 03/17 – Present **Senior Corporate Recruiter, Bombardier** Bridgeport, WV
- Manages Bombardier Commercial Aerospace talent acquisition initiatives and recruitment for all US locations.
 - Heads full lifecycle recruitment while performing as a strategic talent SME to Commercial and Business Aircraft groups for US Service Centers.
 - Pioneers social media strategy and execution for Global Talent Acquisition team of 26; responsible for the creation, launch, and implementation of recruitment campaigns.
- 01/17 – 05/17 **Director, Strategic Development, Hire Served** Clarksburg, WV
- Championed B2B outreach and curated relationships between small-to-mid-size businesses and Hire Served with the purpose of hiring veteran talent.
 - Customized business plans for 12 specific clients wanting to implement veteran hiring strategy and diversify their workforce by onboarding veterans and military spouses.
 - Recruited, interviewed, and coached military to supply readily available candidates to business clients
- 09/15 – 01/17 **Senior Talent Acquisition Specialist, Mylan** Morgantown, WV
- Supported business needs of seven different units by leading and executing full lifecycle recruitment for various levels of talent from entry to executive level.
 - Maintained compliant practices while managing the internal/external recruitment process as well as candidate presentation, selection, offer, negotiation, and closing of offers.
 - Filled 158 full-time direct roles in 2016. Closed 20% more hires than any other recruiter across North America Talent Acquisition.
- 03/13 – 9/15 **Senior Staffing Specialist, DHA Group** Bridgeport, WV
- Advanced competitively written proposals to win over heavy competition by staffing top talent that would execute on proposed deliverables and action items.
 - Provided business and proposal team with leverage needed to win 37 federal contracts in excess of 85 million dollars by delivering competitive talent at lower than average rates.
 - Expertly built relationships and networks on behalf of the business through social strategy and full lifecycle recruitment.
- 08/11- 03/13 **Marketing & Communications Coordinator, Abraham Linc** Bridgeport, WV
- Managed marketing and communications projects and initiatives, developing ad material, collaborating on website design and private label branding.
 - Created customer product campaigns including print and digital media using Adobe

Creative Suite.

- Produced a comprehensive HTML email marketing program, and cultivated a social media presence from scratch which significantly reduced company and customer expenses.

10/08-08/11 **Corporate Recruiter, KeyLogic Systems, Inc.** Morgantown, WV

- Recruited senior level, cleared professionals (full-lifecycle) in aggressive proposal environment as well as fully-funded billable openings.
- Acquired more than 62 direct hires in blitz scale recruitment model growing business from 15 team-members to 100 in less than 90 days.
- Collaborated with business leaders on strategy and execution of recruitment plan from kickoff meeting through offer acceptance, onboarding and new employee orientation.
- Designed inclusive new employee orientation (NEO) leading to expedited implementation and advanced integration.

01/08- 10/08 **HR Assistant/Recruiter, Department of Veterans Affairs** Clarksburg, WV

- Advanced physician recruitment during short-term assignment to support essential hiring needs for VA Medical Center.
- Initiated recruitment strategy for mid-Atlantic region, sourcing medical professional databases and classifying job vacancies.
- Executed collateral duty as VetPro Coordinator, credentialing medical personnel into new database. Developed training materials and educated more than 300 medical personnel on process to gain VetPro certification.

04/05-01/08 **Recruiter/PR Manager, Burbach of WV, LLC.** Fairmont, WV

- Secured media industry talent through full-lifecycle recruitment including sales, advertising, on-air talent, and engineers.
- Planned, coordinated and managed PR strategy and events while delegating event support and vendor management.
- Created marketing plans alongside GM and detailed schedule of events for upcoming sweeps season.

EDUCATION:

West Virginia University – Bachelors of Multidisciplinary Studies: Human Resources Management, English Professional Writing & Editing, and Communications

MILITARY:

Journalist, 3rd Class Petty Officer, US Navy – Operation Iraqi Freedom, Operation Enduring Freedom, Operation Desert Eagle

VOLUNTEER:

- Veterati – Veteran Mentor
- Hire Heroes USA – Veteran Career Counselor
- Elite Meet – CommitToOne Veteran Mentor
- Travis Manion Foundation – Spartan Ambassador: Character Does Matter