


Rares Adam


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ABOUT ME

- Recruitment Consultant with +4.5 years of work experience in finding blue and white-collar professionals for start-ups, mid-sized and multinational organizations, in multiple industries (IT, Logistics, Transportation, Construction, Finance, Medical, Healthcare, defense, etc.). Seeking a remote/hybrid opportunity in an international company, ideally within the HR / Sales departments.
- EU citizen. Open for traveling or relocation. Able to invoice.

WORK EXPERIENCE

03/2024 – CURRENT Remote, Romania

Recruitment consultant Self-employed

- EMEA Recruiter (white collar and blue collar), collaborator of [Jomigo](#), [juucy.io](#) and [HireAbroad](#).

11/2020 – 03/2024 Remote, Romania

Technical Recruiter FFW

FFW is a Danish digital agency with more than 22 years of experience in the IT sector, one of the top companies that cover software development projects involving Drupal CMS.

As an IT recruiter, I am responsible for the attraction of talented IT specialists for various roles (all levels) including software developers (Front End, Back End, and Full Stack), QA engineers, DevOps Engineers, Project Managers, Product Owners, etc. This was part of the company's in-house operations, spread throughout several European countries (UK, Germany, France, Denmark, Romania, Bulgaria, Poland, Ukraine) but also outside of Europe (United States, Vietnam);

I am a key part of the staffing operations of the company, being a supplier for a major US pharma company (NDA involved);

In both In-house and staffing operations, my responsibilities include:

- creating job descriptions (when it is required), job posting on various Internet channels such as job platforms, Social Media channels (LinkedIn, Xing, Facebook, Twitter, Instagram);
- direct engagement with potential candidates via email, LinkedIn Recruiter, or other Social Media networks, to present the company's job offer;
- the extensive search towards potential candidates, using recruitment techniques such as Boolean strings;
- Attending first interviews with the candidates via phone or video tools (Meet, Teams, etc.) and scheduling the next interviews (technical).
- Attending online meetings with stakeholders (hiring managers, team leaders) that are part of the full cycle recruitment process, to ensure that we are on the correct path toward each role;
- Participating in weekly meetings with my team leader, the HR team, and the Talent Attraction team;
- Candidate's statuses management in the ATS (iCIMS / Recruitee).

As an achievement, the successful recruitment operations related to the Staffing part of the business have increased the overall company's income, being one of the most profitable parts of the entire business.

09/2020 – 11/2021 Remote, Romania

Recruitment consultant Self-employed

- Working as a [contractor](#) (through my own legal entity);
- multiple recruitment assignments, for companies and recruitment agencies from industries like HR, Logistics, Transportation, Finance, Defense, Construction, etc.

07/2020 – 09/2020 Recklinghausen (NRW), Germany

● **HR Recruiter** Headwaylogistic GmbH

- Blue collar recruitment for a [German staffing agency](#) with operations throughout the entire country.

09/2019 – 07/2020 Bistrita (BN), Romania

● **HR Recruiter** Leoni AG

- end to end blue collar recruitment for an international production [company](#) from the automotive industry.

08/2018 – 11/2022 Bistrita (BN), Romania

● **Insurance agent / Financial Consultant** Independent (Self-employed)

04/2014 – 08/2018 Multiple locations, Romania

● **Military personnel** Ministry of Defense

EDUCATION AND TRAINING

10/2015 – 07/2017 Cluj-Napoca, Romania

● **Master Degree - Security Management in Contemporary Society** Faculty of History and Philosophy - Babes-Bolyai University

Intelligence. Business Intelligence. Geopolitics. Diplomacy.

10/2010 – 07/2013 Cluj-Napoca, Romania

● **Bachelor Degree - Administrative Sciences** Faculty of Political, Administrative, and Communication Sciences (FSPAC) - Babeş-Bolyai University.

Public Administration. Public Law. Public Relations. Economics. Statistics. HR Management.

DIGITAL SKILLS

Work management tools (Trello Slack) | Microsoft Office | Jira, Confluence, Trello | Google (Google Meet, Google Docs, Google Classroom, Google Forms, Google Drive, Google Slides)