

# Kimberly L. Stewart

## CEO / President / Director of Recruiting

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Kimberly has 16 years of diversified experience in recruiting/headhunting, sales and human resource management. Her work experience has included strategic planning of recruiting initiatives needed to properly staff new project teams or existing project teams incurring rapid growth. While partnering with the executive or senior management teams, Kimberly has the experience to assist clients with designing a focused recruiting strategy that identifies and attracts quality professionals. Her network crosses over many different industries and she has worked with a variety of company sizes; from small start-ups to large, international companies. She is also highly experienced in negotiating contracts, rates and using other incentives besides money to negotiate compensation with candidates. Kimberly prides herself on providing high value, innovative staffing solutions for her clients when time is critical.

### Project Experience

Strategic Staffing  
Design &  
Implementation  
Consulting

#### **InFlow – Collocation start-up, Denver, CO**

Brought in to this high tech start-up after it received a Series B round of funding exceeding \$200M. Led the company's staffing strategy which took them from 45 employees to 450 employees and 1 data center to 12 data centers, including international, in a 12 month period. Responsible for designing and implementing the recruiting process, tool selection and implementation, forecasting and budgeting for personnel growth within each business unit, management meetings and updates.

#### **ProDX, Denver, CO & Portland, OR**

Worked closely with the President of this Portland based IT Consulting Firm to open up a Denver office. Designed and implemented the recruiting process. Assisted with business development of new clients.

#### **Merlin Technical Solutions, Denver, CO & Arlington, VA**

Provided national recruiting expertise for this fairly newer company that was breaking into the DoD industry. Other clients included Google and BEA Systems.

Management,  
Recruiting & HR

#### **Information Technology Resources (ITR), Denver, CO**

Responsible for overseeing the entire recruiting practice. Designed and rolled out a Technology Focus Recruiting Strategy to assist with the development of newer, less experienced staff. Assisted with the development of a 6-day curriculum training class for the new recruiters. Oversaw national recruiting efforts and structured the teams that we would utilize for our clients' projects. Developed, implemented and tracked quota's for the recruiters managed. Implemented and the legal policies required to hire foreign nationals. Continued to recruit on high-level, hard-to-fill or time sensitive positions.

#### **Renaissance Worldwide, Inc., Denver Office**

Assisted in Designing the Client/Server Sector recruiting model for the Denver office. This was the highest performing sector within Colorado. Responsible for all of the hard to fill positions that required very specialized skill sets. Utilized the local and national databases while continuing to develop the local market. Highly educated with the government and state regulations regarding interviewing and hiring employees. Also educated with the legalities and paperwork involved in hiring foreign candidates.



**Presbyterian / St. Luke's Medical Center (HealthONE), Denver, CO**

Designed, implemented and managed a Career Counseling program. Coached directors and managers in legal practices with management, motivation, retention and disciplinary actions of their personnel. Managed all terminations, including the legal ramifications and potentially hostile situations. Worked with company attorney's to prepare documentation for litigation or arbitration, participate in hearings.

**The Human Resource Companies, Inc. (HRC), Englewood, CO**

Assisted with all aspects of this Employee Leasing Company (PEO). This included benefits administration, payroll, workers compensation, employee files, office management.

**Sales / Business Development**

**ProtoTest, Centennial, CO**

Responsible for new business development, account management and project management of outsourced projects. Responsible for prospecting, sales calls, and providing context driven solutions for each client. Also responsible for selling projects, contractors and Manages Services teams. Opened 18 new contracts in 2006, generated revenue from a total of 32 accounts. Sold 15 new test projects/assessments. Awarded Top Producing Revenue Generator in 2007.

**Professional Development**

**Education**

**Parks College, Colorado**

AAS – Business Administration / Minor – Business Law, 1994.

**Memberships**

- Colorado Technical Recruiters Network, 1997 – Present
  - President, 2001
  - Vice President, 2000-2001
  - Board of Directors, 1999-2002
  - Chairperson – Membership Services Committee, 1999
  - Chairperson – Sponsorship Committee, 1999
  - Member – PR Committee, 1998-1999
- Rockies Venture Club, 2000-2001
- Rocky Mountain Internet Users Group, 1999 – Present
- AEC Engineers, Current
- CAD Software Users, Current
- Civil Engineering Central Group, Current
- Civil Engineering Professional Network & Opportunity, Current
- Corporate Recruiters, Current
- Recruiting Professional Network, Current
- Technology Professionals of Colorado, Current

# Kimberly L. Stewart

*CEO / President / Director of Staffing*

## **Awards**

- 2007, Top Producing Revenue Generator, ProtoTest
- 2004, PHR Certification, Society of Human Resource Professionals
- 1999, Top Producing Recruiter, ITR
- 1998, Q4 Top Producing Recruiter, Renaissance Worldwide
- 1997, Q2 Top Producing Recruiter, Renaissance Worldwide