
Career Insiders has been certified by the City & County of SF as a Small - Local - Woman-owned enterprise.

TALENT ACQUISITION SERVICES AND QUALIFICATIONS

With 20 years experience recruiting executive level professionals, Career Insiders President Mauri Schwartz is a leading figure in the San Francisco Bay Area career management community. Providing companies with talent acquisition and outplacement services as well as executive coaching, she has an outstanding success rate in helping clients achieve their career goals.

Mauri is a frequent speaker at professional conferences, job fairs, and student career panels, and she serves as Adjunct Advisor of Career Services at the Haas School of Business, UC, Berkeley.

Mauri has a rare combination among career consultants - highly technical experience with an MBA education. Having held many of the technical positions of her clients, she is highly respected for her understanding of technology issues. In addition, with her wide range of business expertise, she has been able to assist executives in diverse industries to advance their careers.

Mauri is a professional "people person" whose lifetime focus on networking has provided her with an extensive database. This and her constant attention to detail have made her a very successful recruitment professional.

Summary of Qualifications

- **Recruitment** – Enable organizations to attain professional staffing to achieve defined business goals, developing recruiting strategies, job definitions, and sourcing, interviewing, and hiring candidates.

Roles:

- ~ Manage entire client relationship and hiring process from recruiting to offer acceptance – sourcing passive candidates, cold-calling, pre-interviewing, presentation and advocacy, coordinating the interview process, closing, and negotiation.
- ~ Partner with clients to drive the recruiting process from defining and prioritizing position requirements through post-start follow-up.
- ~ Assess and influence hiring managers and candidates throughout the recruiting cycle.

Demographics:

- ~ Positions – Executive Management to Senior Level Individual Contributors
 - ~ Functions – Marketing, Sales, Technical, PR, Corporate Communications, Finance/Accounting, HR etc
 - ~ Industries – Technology, software development, financial services, nonprofit, professional services, biotechnology, and numerous others
 - ~ Sample Clients – Dolby, Wells Fargo Bank, Ernst & Young, Schwab, Chiron, Clorox, Levi Strauss, Williams-Sonoma, Stubhub, Genentech, and many others
- **Networking** – Well connected with respected professionals in diverse industries. Participate in professional organizations; maintain active ongoing communications and exchange of leads and referrals.
 - **Relationship building** – Cross-functional collaboration with executive management, members of other departments, clients, and vendors.
 - **Marketing** – Evaluate market conditions, recognize trends and competitive factors, develop recruiting and marketing strategies, and manage service delivery.
 - **Presentations** – Frequent speaker and instructor for professional conferences, career workshops, and panel discussions. Present proposals to clients and write articles for publication.

Education

MBA, Haas School of Business, University of California, Berkeley, California

BS, Mathematics, Tulane University, New Orleans, Louisiana