

SHELLEY TOBIN

HR CONSULTING SEAT | BNI PREMIERE

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www.hiregrowthconsulting.com

OUTCOMES

Event _____

Visitor _____

Introduction _____

Next 121 _____

GOALS

50 Outside Referrals to BNI Members	BNI Premiere 100 Club member
4 Conference - Public Speaking events	Creation of Certification program for Hire Knowledge Academy
\$100,000 Gross Revenue	

KEY REFERRAL RELATIONSHIPS

Business Coaches

Business Associations

Employment Lawyers

Business Brokers/Bankers

<p>Kelly Laverty Focal Point Coaching</p> <p>Anna-Marie Ortega Eagle Business Coaching</p> <p>Donita Fowler Fowler Performance</p> <p>Diana Noble Noble Choice Coaching</p> <p>Svitlana Power</p>	<p>David Bayda Business Link</p> <p>Kathy Naum Alberta Veterinary Medical Association</p> <p>Scott Fash BILD Alberta</p> <p>Caroline Bowen Edmonton Construction Association</p> <p>Warren Singh Alberta Construction Association</p>	<p>Wilson Chan Mathews Dinsdale & Clark</p> <p>Tara Matheson Duncan Craig LLP</p> <p>Chaylene Challenger Bryan & Company LLP</p> <p>Cherie Klassen Blair Chahley Klassen</p> <p>James Fyshe James Fyshe Barrister</p>	<p>Aaditya Chauhan Scotia Bank</p> <p>Nicole Mathews Servus Credit Union</p> <p>Dwight Lester Performance Business Brokers</p> <p>Jay Barret Alberta Business Sales</p> <p>Michelle McIntee Bridge Business Brokers</p>
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ACHIEVEMENTS

- 1** CPP Distribution had hired unsuccessfully for the Operations Manager position twice before coming to work with me. I completed the DISC job benchmarking and team building reports to determine where each employee was and what the position required. I was able to find an individual who matched the job benchmark report and that person has now been with them for the past 2.5 years. She has implemented the processes and policies that the President needed done.
- 2** BNI Alberta North had a position to fill with very short notice. Within one week of signing the contract I was able to present them with the best 3 candidates based on the DISC job benchmarking report and the job description we created. They then completed their interviews and hired the person to start immediately.
- 3** Sun Life Advisors - I have worked with three different independent advisors to help them find financial assistants for their businesses. These positions needed to be filled immediately. In all three instances, the positions were filled within 2 weeks of posting the job ad.
- 4** Pulse Health had their office manager leave with no notice. They needed to hire immediately so that the owner and practitioners were not dealing with the administrative functions and were able to tend to patients. We placed the job ad the same day we started the process and I presented the owner with resumes 4 business days later, completed reference checks, and set up interviews. The position was offered to the best candidate that week and she started 3 weeks later. One year later, both the company and employee are happy with the results.

INTERESTS

- Traveling with Family & Friends
- Reading
- Movies
- Musical performances (concerts, Broadway shows, symphony)
- Attending kids activities (Karting, Cheer, & Drama productions)
- Online courses and podcasts

NETWORKS

- Edmonton District and Kart Racing Association (EDKRA)
- Edmonton/Parkland Chamber of Commerce
- West Edmonton Business Associations (WEBA)
- Perfect Storm Parents Association
- BNI

SKILLS

Over the past three decades, I've held diverse roles encompassing HR Generalist at a multinational courier firm, managerial positions in the restaurant industry, payroll responsibilities within an Oil and Gas services company, recruiting with a placement agency, and owning my own agency for a decade. Alongside honing HR and management skills, I've developed proficiencies in marketing, accounting, sales, and networking. I've contributed to the Boards of EDKRA and ACSESS, facilitated training sessions for ACSESS and BNI Alberta North, and presently serve as a Regional Support Team member for BNI Alberta North, aiding in the growth and support of two chapters.