Trevor Hollis

Round Rock, TX · trevor.hollis@example.com · (512) 555-0197 · linkedin.com/in/example-trevor-hollis

My Key Qualifications

- **5 years of full-cycle recruiting in SaaS**, one unbroken stretch from Yardi in 2021 through LogicMonitor today, both in-house software companies.
- Filled **41 GTM and product roles in 21 months** at LogicMonitor, covering account executive, customer success, product marketing, and business operations searches.
- Hands-on across the JD's exact stack: **Lever, Greenhouse, LinkedIn Recruiter, Gem, and GoodTime**, plus Google Sheets and Excel for pipeline reporting.
- Raised offer acceptance rate **from 78% to 87%** by aligning compensation ranges earlier and partnering with comp and department leaders on close strategy.
- Cut time-to-fill **from 49 to 39 days** across 12 searches by removing redundant interview steps and standardizing scorecards.
- Improved sourced-candidate onsite pass-through **from 22% to 31%** with LinkedIn Recruiter searches and Gem outbound sequences for hard-to-fill openings.
- Publishes weekly funnel and offer-status updates from **Lever pipeline data**, cutting overdue feedback items from 14 per week to 4.

Experience

Recruiter — **LogicMonitor**, a B2B SaaS observability and IT infrastructure monitoring company

Feb 2023 – Present · 3 yrs 9 mos

- Own full-cycle recruiting for GTM, customer, and product searches across a distributed hiring organization, filling 41 roles in 21 months, including account executive, customer success manager, product marketing, and business operations hires.
- Lead intake meetings with hiring managers to define job requirements, scorecards, interview plans, and target candidate profiles, then calibrate candidates with interview teams through structured screens and debriefs.
- Source passive candidates via LinkedIn Recruiter and Gem sequences with calibrated target-company outreach, lifting sourced-candidate onsite pass-through from 22% to 31% on hard-to-fill GTM and product openings.
- Manage pipeline health in Lever, keeping stage data accurate and publishing weekly funnel, offer, and aging updates; cut overdue feedback items from 14 per week to 4.
- Partner with compensation, HR, and hiring leaders on offer development and close strategy, raising offer acceptance from 78% to 87% by aligning comp ranges earlier and tailoring close factors.
- Redesigned interview plans for customer and business operations searches, removing redundant steps and standardizing scorecards, which reduced average time-to-fill from 49 days to 39 across 12 searches.

Sample resume made with Specific Resume · specificresume.com

Talent Acquisition Specialist — **Yardi**, property technology software company

Nov 2021 – Jan 2023 · 1 yr 2 mos

- Filled 27 roles in 15 months across customer success, implementation, and inside sales, running recruiter screens, interview coordination, and active partnership with hiring managers on pipeline movement.
- Sourced candidates through LinkedIn Recruiter searches and targeted outbound outreach for low-volume searches, generating 96 qualified prospects, 24 of whom reached final interviews.
- Managed applicant flow and stage tracking in Greenhouse and standardized weekly funnel reporting for assigned requisitions, cutting stage-data discrepancies from 11 per month to 3.

Education

- **Texas State University** — Bachelor of Business Administration in Management · 2017 – 2021

Skills

- **Recruiting Tools:** Lever, Greenhouse, LinkedIn Recruiter, Gem, GoodTime
- **Recruiting Capabilities:** Full-Cycle Recruiting, SaaS Hiring, Structured Interviewing, Offer Closing, Funnel & Pipeline Reporting, Stakeholder Management
- **Reporting:** Google Sheets

Sample resume made with Specific Resume · specificresume.com