

AMANDA AVERILL



CONTACT

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☎ (484) - 515 - 1204
📍 Downingtown, PA

EDUCATION



📅 Aug. 2014 – Dec. 2017
Kutztown University of Pennsylvania
Bachelor of Science
Electronic Media

CERTIFICATIONS



📅 Nov 2020
LinkedIn Certificate
Talent Sourcing
Certification



📅 July 2020
Duke University
Digital Media & Marketing
Certification

ACCOMPLISHMENTS



📅 2024
Appointed Chair of Sponsorship
Women in Bio



📅 2023
"You Rock" Achievement Award
For having the highest number of client meetings



Elected President
Maine Line Toastmasters



📅 2022
Recruiter of the Year Award
Top earning recruiter on the team (Medical Device Packaging)

WORK EXPERIENCE

Cover + Associates



Executive Recruiter

📅 Sep. 2024 – Present 📍 Wilmington, DE

- Delivering over a million dollars in annual salary placements by managing full-cycle recruiting across multiple client accounts.
- Develop and maintain strong client relationships, securing new business through consultative partnership and talent delivery.
- Source and engage top talent using LinkedIn Recruiter, Crelate, and Apollo, building robust pipelines for hard-to-fill roles.
- Increase candidate engagement and response rates through targeted outreach and relationship building.

Network Partners Group



Business Development – Client Account Manager

📅 Nov. 2023 – Sep. 2024 📍 Blue Bell, PA

- Conducted cadence calls on a 30/60/90-day basis with prospective clients.
- Actively engaged with prominent life science organizations to foster valuable business relationships and expand professional networks.
- Worked closely with subject matter experts to develop value propositions and submissions to prospective clients.
- Successfully originated and closed six figure sales deals and developed a running pipeline of prospective deals worth ~2 million.

Senior Talent Acquisition Partner

📅 Apr. 2021 – Oct. 2023

- Cultivated and sustained strong relationships with over twenty consultants by conducting monthly check-ins to gauge satisfaction levels and address concerns.
- Evaluated resumes, interviewed, and presented qualified candidates to hiring managers, and solicited feedback to refine recruiting strategy.
- Utilized various channels, including LinkedIn recruiter, job boards, professional networks and industry events to proactively source and engage with high-caliber talent.
- Hired over forty medical device and pharmaceutical consultants within regulatory, labeling, packaging, project management and quality.
- Achieved the highest retention rate for consultants staying on projects within the recruitment team by cultivating relationships built on trust.
- Maintained accurate candidate data in applicant tracking system (Bullhorn).

The Flex Pro Group

(Acquired by Network Partners Group in April 2021)



Human Resources Partner & Sourcing Specialist

📅 Nov. 2020 – Apr. 2021 📍 Blue Bell, PA

- Identified strong project managers in pharmaceutical industry for various opportunities.
- Onboarded consultants and successfully guided them through tax documents and background checks.
- Learned pharmaceutical terms quickly and effectively applied them to sourcing strategy.
- Sourced candidates using various job boards and LinkedIn recruiter.

Gen 3 Marketing



Affiliate Marketing Specialist

📅 Dec. 2019 – Mar. 2020 📍 Blue Bell, PA

- Efficiently managed and optimized data using Google Sheets on a daily basis, resulting in a streamlined process, thereby enabling allocation of time aimed at boosting affiliate revenue.
- Doubled the pool of options available to clients by executing weekly outreach initiatives to Instagram influencers and bloggers.

Open World Events



Marketing and Online Advertising Specialist

📅 Jan. 2018 – Dec. 2019 📍 Warminster, PA

- Utilized Adobe Premiere to edit videos for paid Facebook ads, contributing to the capture of thousands of leads and subsequent ticket sales for the marketing team.
- Adapted brand tone and style to craft weekly email copy, resulting in saving manager one hour per week while effectively targeting previous leads.

VOLUNTEER EXPERIENCE

Women in Bio Sponsorship Chair

📅 June. 2024 – Sep. 2024 📍 Greater Philadelphia Area

- Lead efforts to secure sponsorships and partnerships for Women in Bio.
- Cultivated relationships with potential sponsors and negotiate sponsorship packages.
- Ensured sponsor commitments align with organization's objectives and values.
- Collaborated with internal teams and external partners to drive impactful sponsorships.

Toastmasters President

📅 June 2021 – Sep. 2024 📍 Conshohocken, PA

- Developed public speaking skills through regular participation in monthly meetings, delivering prepared speeches and receiving constructive feedback.
- Enhanced critical thinking and evaluation skills by serving as an evaluator, offering detailed and supportive feedback on prepared speeches.
- Facilitated Table Topics sessions to encourage spontaneous speaking and quick thinking amongst members