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**Craig Pettit
Principal recruitment Consultant
London/Remote
£50k + coms, equity
4 weeks’ notice**

**PROFESSIONAL SUMMARY**I dedicated eight years to advancing my career in recruitment within the technical domain, with a significant focus on placing revenue-generating professionals into SaaS and ecommerce enterprises worldwide. Throughout this journey, I've consistently surpassed revenue and new business targets, resulting in the progression and elevation of my career in SaaS sales recruitment. My strong organizational skills have played a pivotal role in my success, allowing me to effectively handle projects simultaneously across contingency, retained, and contract realms. Notably, I achieved a record billing month of £60k by successfully delivering a retained sales project spanning London and Berlin.

**EDUCATION**Open University
2:1 Business Management and Leadership

**TOOLS**Seven20 | Salesforce **|** Paiger marketing **|** LinkedIn Recruiter **|** ZoomInfo **|** HubSpot

**KEY ACHIEVEMENTS**

* 2022 Top Biller – 225%
* 2021 Record Month 60k x 2
* 2019 most new business, generating £1.1m in revenue.

**ADDITIONAL SKILLS**

Business Strategy | Leadership | Business Operations | Business Finance | Marketing | Project Management | Data Analytics

**PROFESSIONAL EXPERIENCE**

**SaaS Chief Recruitment
Principal Recruitment Consultant (SaaS Sales)
November 2017 - Present**

SaaS Chief, a specialized Software Sales recruitment agency, operates in London, Berlin, and the USA, focusing on revenue-generating and leadership roles within the Software as a Service Spectrum.

During my tenure at SaaS Chief, I played a crucial role in identifying potential clients aligning with the Ideal Customer Profile (ICP). My responsibilities included conducting detailed briefings, negotiating terms, and collaborating with clients to pinpoint and introduce top-tier talent.

My journey at SaaS Chief has been marked by three promotions, starting as a Junior Consultant, and progressing towards a Principal role.

**Key Achievements:**

* 2022: Achieved the top billing, surpassing the annual target by 225%.
* 2021: Hit a billing milestone of £60k in two months, exceeding the target by 24%.
* 2019: Secured the most clients, contributing to £1.1m in revenue for the entire business.

*//Repeat 3-5 past experiences, spanning up to 8 years, do not exceed two pages of content for work experience.*

*Do not put personal interests, no one reads this.*