

Darren Lawson

**Founder + Principal Recruiter at
hire.ventures**

San Francisco Bay Area, , US

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Biography

Hands-on Technical / Executive Recruiter w/ 16+ yrs recruiting the impossible, negotiating equity deals, making it happen! * Startups / Big Brands * Keen Negotiating Skills- Stanford GSB Certified * Technology Implementation (Broad ATS/CRM, All Sourcing Tools, Collaboration, etc., etc., etc.) * Internal Recruiting Team Development- Strategic models, accountability, cohesion * Candidate Advocate- Candidate experience, Candidate Partnership * Client Consultative Sales, Implementation & Maintenance- CEO/CFO level strategic mapping * Innovative Recruiting Models- Scientifically Proven Tactics. Quantified Results EE Retention. Disruption. New Ideas. Innovation. Embrace/Thrive on Change. Fast-Paced. Lets GO. Winner. Won. Win Again.

Industry Expertise

Human Resources, Business Services, Executive Search, Information Technology and Services, Employment Services, IT Services/Consulting, Recruiting, Telecommunications, Staffing and Recruiting, Talent Management

Areas of Expertise

Talent & Gamification, Talent Attraction, Staff Productivity, It Consulting, Oil & Gas Leadership Recruiting, Recruiting, Inbound Recruiting, Recruiting Best Practices, Staff Efficiency, Talent Acquisition

Affiliations

NSRA (National Staffing & Recruiting Industry Association), CSP (California Staffing Professionals)

Education

Stanford Graduate School of Business

Certification in Influence & Negotiation Strategies Program Executive Education | Graduate School of Business

University of Colorado Denver

BSBA Business Administration

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