

Jason Deval

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RECRUITMENT | RESULTS-ORIENTED | GOAL-DRIVEN | PROACTIVE | ENERGETIC

Ambitious and highly determined **Senior Executive** with 15 years' experience of starting up and growing recruitment businesses into profitable concerns, with an eye for identifying niche areas within the recruitment industry. Formed two companies from standing start; one which reached an annual turnover of £3M in a five-year period; the second, grew to three branches with an annual revenue of £1.9M.

- ✓ **Skilled negotiator and expert at conducting initial telephone sales introductions**, face-to-face meetings and closing deals.
- ✓ **Extensive experience of recruiting, building and developing focused, successful teams** that are motivated to meet/exceed company and personal objectives.
- ✓ **Constantly explores business development opportunities** through cold calling prospective clients and developing existing clients and their respective contacts.

KEY SKILLS

- Start Ups
- People Management
- Business Development
- Relationship Management
- Revenue generation
- Team Building
- Operations Management
- Negotiation
- Communication
- Customer Focused

PROFESSIONAL EXPERIENCE

DJK Workforce Ltd: Leeds

2003–Date

Managing Director/Proprietor

Established and grew a niche recruitment business from scratch including company set up. Devised trading terms and factoring agreements. Dealt with credit control issues and any major site-based labour problems.

- Recruited, motivated and manage a small, highly loyal and focused team involved in the day-to-day sales and placement of decorators.
- Grew the business from zero to an annual turnover of £1.9M with a stable client base and good profit margins.

DGT Solutions Ltd: Leeds

1998–2003

Managing Director / Business Partner

Formed the business, in collaboration with a business partner, supplying temporary labour to the industrial sector of the recruitment industry. Met with and set up contracts with banks, accountants, and finance companies.

- Built a team to include six consultants and three administrators covering three branches in Leeds, Reading and Bradford.
- Played an active role in sales and business development. Expanded the business into different areas of the country, resulting in substantial growth of the business.
- Sold half of the business for £40K.

Johnson Recruitment Ltd: Leeds

1997–1998

Recruitment Consultant

Headhunted to set-up a new construction trade division from scratch that focused on supplying temporary contract labour to the construction industry.

- Developed networks, new sites and projects, which grew the business from zero to £1.3M within just 12-months.
- Managed the recruitment process for new staff, from placing the advertisement and interviewing the candidate, through to offering them the position.

Right Star Ltd: Leeds

1990–1997

Branch Manager

1995–1997

Seconded to Newcastle Upon Tyne to set-up and open a brand-new office, which comprised selecting the office and agreeing rental terms.

- Assumed sole accountability for developing the business in the first few months; later employed an administrator and two consultants. After a steady period of growth, promoted the first consultant to branch manager.
- Acted as Regional Manager, overseeing the operations of both branches with a combined turnover of £7.2M.
- Successfully negotiated and secured several contracts including two contracts worth over £1.5M per annum.
- Established and developed the Newcastle-Upon-Tyne branch, which turned over £2.2M in its second year of trading.

Recruitment Consultant

1990–1994

- Learnt all aspects of the sales and recruitment business.

GKB Telecommunications: Surrey
PCB Assembler

1987–1990

EDUCATION

2 'O' Levels and 6 'CSEs'

ADDITIONAL DETAILS

Computing Skills: Proficient user of Microsoft Office - Word, Excel, Access, PowerPoint and Outlook. Good understanding of various accounts packages including Sage and Clearly Bookkeeping.

Location: Willing to relocate both in the UK and abroad.

Driving Licence: Full and clean.

Interests: Enjoys running, football, cricket and most sports.