



*Technology · Leadership · Convergence*

**Recruiter Profile:** Julie Clark

**Areas of Specialty:** Technology Product Management and Marketing

**Years of Recruiting Experience:** 12

Recruiter skilled in requirements gathering, search strategy and execution, candidate evaluation (function, domain, fit) and negotiation. Often called upon to advise early-stage tech entrepreneurs on building product management and marketing teams.

**Personal attributes:** Analytical, energetic, focused, client-centered, team-player, empathetic, persuasive.

**Experience:**

**Recruiter Corporate Recruiters Ltd., 1996 – 2001, 2004 to current**

- Functional expert in recruiting for Tech Product Management and Marketing
- Full life-cycle account management including business development, client management, hands-on search activity, candidate presentation, negotiation and ongoing follow-up
- Share market data and make recommendations to early stage technology leaders regarding compensation, and market trends
- Collaborate with Corporate Recruiters team to deliver high quality results in the fastest possible time
- Frequent contributor/editor for external facing marketing efforts
- Facilitated key hires at Navarik, Sierra Wireless, RevenueWire, Absolute Software FINCAD, ExtremeCCTV

**Product Manager SydneyPLUS International, 2002 – 2004**

- Competitive analysis, market research, industry analysis
- Elicit business issues related to use and deployment of military messaging software from international client base
- Analyze data to derive market driven, rather than customer driven product direction
- Responsible for content for collateral, case studies, white papers, and event presentations
- Create high level marketing plans for execution by external creative resources

**Entrepreneur Source System Services, 1993-1996**

- Business development, contract negotiation and resource deployment of independent IT contractors to BC-based shops

**Education:**

B.A. Communications, Carleton University, Ottawa Ontario 1987

**Other Relevant Experience:**

Services Sales

Oracle Corporation, 1989 – 1993

Services Sales

IBM Corporation, 1987 – 1989

**Trade/Industry Affiliations:**

BC TIA, Vancouver Product Management Association, Sponsor and Speaker

