

## Profile & Objective

Darren is an experienced senior recruiter, entrepreneur and professional CV writer and outplacement expert. At Daly Macintyre International, a company that Darren established, he specialises in the provision of senior-level recruitment services to three main groups of clients; telecoms providers, oil, gas and mining companies and businesses in the waste and environmental sectors. Darren finds his clients senior staff in a range of disciplines including finance, marketing, procurement, operations, customer service and technology.

Darren deals with clients and candidates worldwide on a daily basis and is particularly experienced in African, Middle Eastern and FSU markets. He is culturally sensitive and possesses exceptional knowledge of global markets and local political and employment conditions. Darren utilises Web 2.0-enabled search, traditional search, advertised selection and contingent recruitment techniques. He has also managed large, multiple in-house hiring projects; acting as a clients' Head of Recruitment and operating at board level.

DJMRO; Darren established and runs this bespoke resume-writing and outplacement support service.

Darren is also able to write compelling job advertisements, role briefing notes, proposals and other business-winning documents. He is completely up-to-date with web 2.0-enabled recruitment. Other skills include entrepreneurship and company administration.

Darren is not currently seeking work and this CV is provided for sample purposes for [www.djmro.com](http://www.djmro.com).

## Personal Details

Home	XXXXXXXX	Mobile	XXXXXXXX
E-mail	<a href="mailto:darren@dalymacintyre.com">darren@dalymacintyre.com</a> ; <a href="mailto:darren@djmro.com">darren@djmro.com</a>		
Nationality	UK		
Education	Recruitment and Employment Confederation (Certificate in Recruitment Practice). British Psychological Society (Psychometric Testing) University of Manchester; BA Economics 2:1		
Based	London, SE13		
Languages	English – native; Iranian (Farsi) – currently studying, basic conversational		

## Achievements

Darren has won substantial new business in every role he has held throughout his entire career and is a recruiter with a very broad range of experience in terms of worldwide geographies, industrial sectors and disciplines. He has also worked at a range of seniorities; from headhunting a Telecoms CEO in Ghana to managing multiple hires of finance clerks as a seconded in-house recruiter in the UK.

He successfully established and manages an International recruitment organisation; winning and servicing client briefs whilst handling banking, marketing, finance and company secretarial areas.

Darren devised and drove company strategy for Daly Macintyre; particularly building international recruitment practices servicing the global telecoms and mining industries. Conceived and built a lucrative mining practice.

He established and manages a professional, online, CV-writing and outplacement-support business; set the company up from scratch, wrote and commissioned the website and quickly learnt how to market an online business. The company was in profit within five months of opening.

## Work Experience

### Director/Joint Owner; Daly Macintyre International Ltd, London (2004 – Date)

Darren recruits at a senior level for an international client base and runs the company as Managing Director.

# Curriculum Vitae

# Darren Manning

He devised and drove Daly Macintyre strategy to focus on key international recruitment markets in telecoms and mining; identified and won clients in these areas and built successful recruitment practices servicing both international sectors.

Darren has also won and serviced several clients in the UK waste and environmental sector over many years at Daly Macintyre and previously; he has recruited into a wide variety of diverse roles in this sector.

Darren successfully services a truly international client base and has placed candidates worldwide in diverse and challenging locations across the Middle East, Africa, Asia and the Former Soviet Union and elsewhere.

He has successfully placed a range of candidates including Finance Directors/CFOs, Financial Controllers, CEO's, Marketing Directors and senior staff in procurement, operations and customer service. Darren has also been able to build his knowledge and experience of recruiting for technical and operational roles in the global mining and telecoms industries.

## **Director/Owner; DJMRO Resumes & Outplacement Ltd, London (2009 -Date)**

Darren established and runs this online senior professional CV-writing and outplacement-support business. He wrote and commissioned a new website and has quickly learnt to market the business online producing a profit within the first five months.

DJMRO has helped a range of senior staff to improve their CVs and has provided its clients with career advice and help in gaining employment including interview advice, help with covering letters and applications and help with marketing clients' CVs to prospective employers.

## **Senior Consultant; Parkwell Management Consultants Ltd, London (1999 – 2004)**

Parkwell is a leading City of London management consultancy/recruitment organisation. Darren recruited up to board level here and managed large, complex recruitment projects. He also managed teams and set up a new company; Career Express. Darren won a major recruitment account for Parkwell in the Environmental sector (Valpak Ltd – c50 recruits over 5 years. Darren continues to work with Valpak today).

Darren was also seconded to a major PLC retailers' site after they were acquired by new owners. He successfully managed the recruitment of a finance team from senior hires to clerk level (around 100 heads in total). Darren reported to the main board and worked to extremely challenging deadlines; he is easily able to work autonomously and can quickly establish credibility at a senior level and manage third party recruitment suppliers. This was a high-pressure project with large fee levels and a very demanding client.

## **Senior Consultant; Alderwick Consulting Ltd, London (1993 – 1999)**

Darren held various positions in this international recruitment organization and was proud of the work he did with the emerging oil, gas and mining industries of the FSU and with a major newspaper group. He also managed teams here. Darren brought many new clients to this company as well as servicing one of their major customers in the Newspaper industry (c60 hires over 6 years for the Mirror Group of newspapers).

## **PR Executive; Equus Ltd, London (1990 – 1993)**

Darren wrote in-house client newspapers here and wrote and produced marketing materials for a diverse client base; from bus companies to Eton College. He also managed client relationships and devised clients' marketing campaigns. Key skills include copywriting, journalism, PR work, creative marketing projects and client account handling.

## **Training**

Darren has undertaken numerous training courses including a Cranfield "mini-MBA" in 2003 plus advanced negotiation, psychometric testing, interviewing and advanced procurement.

## **Interests**

My family, current affairs, history, reading, sports, cooking, socialising, composting, Iranian language and culture.