

# DAWN STACY

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Technical Recruiter | Corporate Recruiter | People Analyst | Business Analyst | Technical Trainer

Today's Marketplace is incredibly competitive in every industry around the globe. The difference between success and failure is talent, period. — Indra Nooyi, CEO PepsiCo

Workforce Development | Training & Development | Tech Savvy | People Expert | Technical Analyst

Currently, I serve the USA as a **Military Intelligence Analyst** with a proven 10-year track record of successfully locating, identifying, and capturing top governmental targets. The same techniques and intuition I utilize to track my targets are the same skills I'd exercise in tech recruiting to lock in the best candidates for the company. My ability to work simultaneously managing multiple targets will crossover ideally in sourcing, screening, qualifying, interviewing, negotiating, and closing deals with prospective employees. Moreover, I have been challenged to the point of no return regarding my technical skills in my current line of work by learning new software programs and languages for each department I transfer into. In today's recruiting post-pandemic climate, after successfully fighting terrorism, I welcome the challenge to shift gears and attract quality talent, even if it means searching far and near.

## Interpersonal Skills

◀ Establishing a firm foundation between candidates & hiring managers is key ▶

## Relationship Management

◀ Communication skills are essential to setting the tone to secure candidates ▶

## Team Development

◀ My background equips me to detect what typically goes unnoticed to most ▶

**HR SKILLS:** Corporate Communications & Tool Development • Needs Analysis • Process Improvement • Negotiation Management • Applicant Tracking System – ATS • Onboarding Management • Sourcing & Interviewing • Employee Relations • Organizational Development • Executive Search • Staffing Development • Negotiations

**SOFTWARE PROGRAMS:** Video • Social CRM • CRM • Chat Surfer • Google Earth • PowerPoint • CRM • Database • Multi-AT Analysis and Archive System (MAAS Tool Suite) • AEMTS (Analysis, Integration, and Modeling of the Earth System) • GMA web (Internet relay chat) • GPT (satellite imagery store) • Palantir & Tableau

## PROFESSIONAL EXPERIENCE

| MILITARY PROFESSIONALS                               | (Promoted to Dual Roles) | LOCATION             |
|------------------------------------------------------|--------------------------|----------------------|
| Business Analyst (Mission Support AI Source Analyst) |                          | March 2021 – Present |
| Senior Intelligence Analyst                          |                          | March 2020 – Present |

Dual role in which high-risk level people are targeted and each project or "Big Wing Operation" requires approval directly from the President of the United States. Most significant impact is on the war on global terrorism. All intelligence data is gathered, analyzed, and corroborated to complete missions that protect the USA.

**Tech Recruiting, Tools & Training Personnel –** Sourcing information for Decision Making –  
Assessing New Hire Needs – Utilizing Clouds to Detect Patterns – Working Against the Clock

- Achieved 98% mission success rate via development of new internal processes.
- Evaluates classified intelligence information delivering 95% accurate mission forecasts.
- Develops training curriculum for on-the-job training & creates real-world scenarios generating 98% success rate for all trainees passing through program.
- Orchestrates staff training for new hires encompassing departmental processes and complex software programs resulting in 100% comprehension amongst all students.

|                                                          |                                           |                                |
|----------------------------------------------------------|-------------------------------------------|--------------------------------|
| <b>UNITED STATES NAVAL BASE</b>                          | <b>(2 Promotions Total during Tenure)</b> | <b>LOCATION</b>                |
| <b>Program Manager (Full Motion Video (FMV) Analyst)</b> |                                           | <b>April 2018 - March 2020</b> |

Officiated 4 teams of 30 to 40 analysts and oversee 10 Mission Supervisors as direct reports within designated squadron. Position encompassed conducting quality control inspections of products before delivering to troops to aid missions. Core backbone of role was to serve as program manager and liaison between analysts & soldiers.

**Task Acquired, Tools & Documentation Creation - Training Manual Development - Adapt to Multiple Software Programs - Improved Communication Skills as Mediator - Departmental Process Improvements - Promotes Accuracy & Details - Championed Monthly Meetings**

- Authored 8 training & mission execution manuals for new hires streamlining learning process by 20%.
- Transcribed instructional manuals providing step by step directions on utilizing each software program.
- Served as liaison between ground soldiers and in house analysts by writing requests for information (RFIs) to ensure clarity of propositions which guaranteed prompt and accurate delivery of services 5 & 10 times.
- Propelled team forward generating product roadmaps based on quality analysis increasing efficiency 10%.
- Spearheaded quality assurance checks on 162 products eliminating defects before delivering final package to customers solidifying error rate of <0.5%.

|                                          |                                |
|------------------------------------------|--------------------------------|
| <b>Data Analyst (All Source Analyst)</b> | <b>March 2016 - April 2018</b> |
|------------------------------------------|--------------------------------|

Provided "real-time" support for ongoing missions surrounding international conflicts. Oversee special task force operations, watching every move like a hawk to ensure troops reached destination safely. Primary focus was to serve as the 2<sup>nd</sup> set of eyes for military forces tasked with special operations with the goal of their safe return home.

**Task Acquired, Tools & Intelligence Research - Critical Thinking & Analytical Skills - Data Gathering Process & Assessments - Keeping Monitor of Latest Industry Trends - Data Analysis & Reporting to Key Stakeholders, i.e. Army Managers**



- Developed robust processes and roadmaps for special operations aiding in safe completion of missions.
- Employed deductive reasoning, imagery, and Open Source website to disseminate facts from untruths.
- Dissected limited data in connection to adversaries achieving 100% buy in from senior leaders & team.
- Analyzed multiple levels of intelligence data to produce executive reports, provide expert analysis opinion, and education to ground task forces regarding terrorists delivering 98% accurate information.

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|----------------------------------------------------------------|------------------------------|
| <b>Military Intelligence Analyst (Geospatial Intelligence)</b> | <b>May 2012 - March 2016</b> |
|----------------------------------------------------------------|------------------------------|

Analyzed visual data, which provided the United States Military with crucial life saving information advantageous to troops on foreign soil. Images were examined, exploited, and dissected to capture "Most Wanted" individuals in the "Global War on Terrorism." Provided classified information to humanitarian aid such as FEMA or American Red Cross to determine if relief was required for natural disasters or ground disturbances caused by humans.

**Task Acquired, Tools & Protection as opposed to Reaction - Quick Adoption to New Software Programs - Took Issues by Future Thinker - Discerning Obscure Information resulting in Clear Outcomes - Concise Reports**

- Translated critical data for 100+ military operations deployed for safety of the American people.
- Trained and educated 25 geospatial analysts resulting in 20% increase in certifications.
- Cross analyzed pieces of bigger puzzles to provide information leading to saving lives of 1,200+ soldiers.
- Mastered learning 6 software programs within 7 months of hire.