Marcus Bell

Corporate Recruiter · Sales, Finance and Customer Success Hiring

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SUMMARY

Full-cycle recruiter with 7 years across agency and in-house desks, now hiring go-to-market and finance roles for a 900-person software company. Carries 18 to 24 reqs in Greenhouse and sources about 40% of hires directly through LinkedIn Recruiter and Gem.

EXPERIENCE

Recruiter · Summit Ridge Software — May 2022 – Present

Denver, CO

- Carried 18 to 24 open reqs across sales, finance and customer success, closing 61 hires in 2025.
- Brought median time to fill for account executive roles from 52 days to 38 by setting a 48-hour feedback rule with sales leaders.
- Sourced 40% of hires through LinkedIn Recruiter and Gem sequences, which let the team drop two agency contracts worth $180,000 a year.
- Held a 91% offer acceptance rate by confirming compensation range, start date and competing processes at the first screen.
- Built structured interview kits and scorecards in Greenhouse for 14 roles and trained 30 hiring managers to use them.

Staffing Recruiter, Finance and Accounting · Robert Half — Jul 2019 – Apr 2022

Denver, CO

- Placed 112 contract and contract-to-hire accountants, AP/AR specialists and payroll clerks with 25 Denver-area clients.
- Screened 30 to 40 candidates a week by phone and ran references and background checks through Bullhorn.
- Ranked second of 14 recruiters in the Denver office for gross margin in 2021.

EDUCATION

B.A. Communication Studies · Colorado State University — May 2019

SKILLS

Recruiting: Full-cycle recruiting, Boolean sourcing, Intake meetings, Structured interviewing, Offer negotiation, Pipeline reporting

Tools: Greenhouse, LinkedIn Recruiter, Gem, Bullhorn, Workday Recruiting, Google Sheets

CERTIFICATIONS

LinkedIn Certified Professional: Recruiter