

Barry Alistair

IT Recruitment & Online Business Leader

W: <http://www.worky.com/barryalistair>

I have an extensive experience in building and leading recruitment and sales teams in the IT sector, the last 12 years of which have been in Ireland.

I am interested in hearing from generic recruiters who are exploring IT as a line of business, or perhaps small IT recruiters who need kick-start experience or guidance.

Technology organisations who have something new and interesting.

Above all, only get in touch if you are progressive, well funded and 'really' want to succeed!

Barry Alistair's Professional Experience

- 2010 - Present **VMG Media - Online Brand Manager**
VMG Media provides web content for the Irish technology sector, consumed by websites such as <http://IrishDev.com>
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- 2006 - 2009 **First Port News - Sales Director**
Working in the exciting world of Web 2.0. First Port News built technology solutions for online publishers such as <http://IrishDev.com>
I was responsible for building a portfolio of technology based relationships
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- Key Skills sales, Sales Team Management
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- 2002 - 2005 **IT-Talent - Director**
IT-Talent provided IT contractors to a handful of select Irish software company.
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- Key Skills recruitment, sales, Sales Team Management
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- 1995 - 2001 **Computer Futures Solutions - IT Contract Recruiter / Team Leader / Manager**
Telecanvassed and marketed IT contractors, and sourced candidates for a wide range of technologies for clients in the Thames Valley, UK
- In 1997, promoted to team leader, managing two others directly, and providing mentoring and training for 30 more. Consistently producing £1/2m gross profit per annum and top 5 biller in entire company.
- In 1998, I moved to Ireland to establish IT contracts team. Built team of 15, which culminated in 160 contractors running and gross profit of IR£2.5m per annum (on revenues of IR£12.5m).
- Manager of the year in 2001, and fastest growing Computer Futures office in Europe.
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- Key Skills Management, recruitment, sales, Sales Team Management, team leader
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