

Daniel Friker

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RELEVANT QUALIFICATIONS

- Global Sales Leader who cultivates executive level client relationships through successful collaboration with operations, finance, and country leads
- Extensive experience with global staff augmentation, sales management, and project solutions that enables credibility and ensures results
- Expertise in the design, implementation and execution of sales and fulfillment solutions that align to client needs, while maximizing revenue, profitability, and speed to market.
- Demonstrated success in developing new business and launching new services to internal and external stakeholders
- Twenty years of experience in staffing management, finance policy and regulatory requirements associated with global sales and staffing operations
- Documented experience in leading transformational change and the development of new services and solutions

EXPERIENCE

April 2022 – Current Quess Corporation

CEO of Quess Corp North America

Daniel currently serves as the CEO for the Professional Staffing Division QITS as well as Search & Recruitment within North America

He is responsible for driving the growth of the Professional Staffing & Recruitment business operations in the region by developing customer relationships & key vendor strategies.

At Quess, we excel in helping large and emerging companies manage their non-core activities by leveraging our integrated service offerings across industries and geographies which provides significant operational efficiencies to our clients.

Some of the key objectives being enriching Tech Talent in the industry, Using the latest of technology in identifying talent & creating employability in the Tech Sector & Leveraging the GIG workforce

April 2020 – March 31, 2022 ManpowerGroup

Global Vice President & General Manager

Responsible for all Service, Delivery and Sales across global ManpowerGroup brands (Right Management, Talent Solutions, Experis & Manpower) within 3M, Accenture, Cisco and Microsoft managing a portfolio of ~\$350M

Posted 26.9% increase in net profits in year-to-year growth due to redefining sales, recruiting, and operations strategies at Microsoft in fiscal 2020

Coordination of new research initiatives and data projects to improve internal profit margin and ROI of Sales & Marketing investments

Posted 47.5% increase in net profits in year-to-year growth due to redefining sales, recruiting, and operations strategies at 3M in fiscal 2021

Created an integrated Global Business Plans for each of my accounts with the four brands, to coordinate sales, delivery, and key client relationships to drive gross profit

Designed account expansion strategies driven by client satisfaction and Line of Business opportunity analysis

Responsible for both direct and indirect management, coordination, and development of multilevel sales team of 57 resources spread across each brand and region

Work directly with Global and Country Presidents as well as Legal and Financial Officers to forecast, reconcile, and manage multi-brand and multi-market revenue

June 2015 – May 2020 ManpowerGroup

Vice President of Sales

Generated a 30% increase in customer satisfaction (Net Promoter Score), including Tier 1 Status within both the 3M and the ExxonMobil Global Contingent Workforce Programs.

Managed a global portfolio of approximately \$150 million and P&L responsibility of nearly \$65 million annual account, responsible for all sales and delivery across brands for both ExxonMobil and 3M with direct oversight of entire North American team(s)

Posted 38% increase in revenue and 84.5% increase in net profits in year-to-year growth by re-envisioning solution delivery and collaborating with business leaders to restructure and align to client priorities

Generated a 30% increase in customer satisfaction (Net Promoter Score), including Tier 1 Status within both the 3M and the ExxonMobil Global Contingent Workforce Programs

Created Global Business Plans for ExxonMobil & 3M with all ManpowerGroup brands, to coordinate sales, delivery, and key client relationships to maximize gross profit

Launched a Professional IT Vendor on Premises Pilot in NA at Cognizant resulting in 176.6% growth in 2020 and 385.5% in 2021

April 2010 – May 2015 Experis

Director of Strategic Accounts

Responsible for Experis US strategy development, sales, service execution, and client satisfaction/ retention for StatOil, BP, ExxonMobil, 3M, Best Buy, Merrill Corp and General Mills

Exceeded annual sales quota by 108% on Revenue and 100.6% on GP

Responsible for identification, solution design and development, and delivery of complex deliverables-based engagements within several key technical areas, including IT, oil & gas engineering, advanced light industrial manufacturing, application development, collaboration platforms, strategy, operations, infrastructure and analytics.

Achieved Top 10 Business Development Executive status within first year at the company, which put me in Top 10% of Performers internationally.

Identified, managed, and grew key strategic relationships with CHRO, VP of HR, VP of Procurement, CIO's for their business and solutions needs.

May 2008 – March 2010 Manpower Professional

National Sales Executive

Consistently awarded as one of Top 10 National Sales Executives in the US and Global

Led sales and delivery efforts for Fortune 100 client nationally, which included training and development for remote office sites, as well as contract and compliance management
Negotiated North American Permanent Placement agreement in 2014 with Fortune 10 client leading to more than \$100k in permanent placement fees in first quarter
Established new contract vehicle that allowed Experis to deliver services and solutions beyond MSP Program to client, which led to 15 new clients, 129% above GP/OI goal, and 107% above Sales Revenue goal

January 2003 – April 2008 Prior ManpowerGroup Roles
Business Development Manager at Manpower Professional (January 2004-April 2008)
Business Development Manager at Jefferson Wells (January 2003-January 2004)

January 1999 – January 2003 Previous Work Experience
Director of Customer Relations at Solonis (January 2001-January 2003)
Business Development Manager at Pentonian (January 1999-January 2001)

EDUCATION & SKILLS

2012, Masters. Human Resources and Industrial Relations, University of Minnesota, Minneapolis, MN
1998, BS. Individualized Studies – Accounting, German, Economics

VOLUNTEERING

2017-2018, Beyond the Yellow Ribbon
2014-2016, Be the Match
2010-2012, Wounded Warrior Project

RECOGNITION

2018, 2019, 3M Global Supplier of the Year
2018, ManpowerGroup Power Award
2015-2020, 3x Circle of Stars Award Recipient
2015, ManpowerGroup Supplier Diversity Advocate Award
2008-2010, Top 10 National Sales Executive Award, Manpower Professional
1997, City of Minneapolis Citizenship Award

SKILLS

Global Pricing, Negotiations, and Profit Management
Strategic Business Planning and Talent Development
RFP and RFI Management
Supplier Diversity, Process Improvement, and Strategic Sourcing
Global P&L Governance
Collaboration with both MSP and RPO business models for global staffing profitability
Developing and maintaining C-level client relationships

****References Furnished Upon Request***