

Allen Vaysberg

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847-345-5513



SKILLS

Organizational Development
Leadership Development
Change Management
Training
Coaching
Wellness Programs
Emotional Intelligence
Career Development
Employee Engagement
Reporting & Analytics
HRIS

HIGHLIGHTS

Created a holistic wellness program which led to 92% of participants to significantly reduce their stress levels

One of top BI trainers in US training over 3,000 people

Co-founded and grew a BI consultancy from 0 to \$2.5M/year in revenue

Created FACET training methodology increasing retention rates by 50%

Authored a best-selling book on Relationships & Work-Life Balance

EDUCATION

Senior Professional Human Resources

Certified Corporate Wellness Specialist

Holistic Life, Career & Executive Coach

BA, DePaul University

Broad history of delivering value to the organization through management & leadership development, talent acquisition & management, training, organization & team effectiveness and wellness programs.

Diverse industry experience spanning Healthcare, Insurance, Distribution, Consulting and Pharmaceutical.

Advanced relationship-building skills and experience working collaboratively with internal and external partners.

Strategic thinker able to come up with creative solutions.

PROFESSIONAL EXPERIENCE

Founder

Amiveris, Vernon Hills, IL 2016 – Present

HR & BI Consulting

- End to end custom BI development for UltiPro HCM clients using Payroll, GL, Recruiting and other data.
- Created an Organizational Wellness strategy to deal with low employee engagement scores and increasing stress levels for a food and beverage firm.
- Worked with HR and IT leadership in order to resolve TA issues for a client.
- Conducted Leadership, Work/Life Balance and Wellness coaching for individuals throughout the US and Canada.
- Set up a pilot for SEAMLESS wellness program for a client in US.

VP Training & Development

Facet, Schaumburg, IL 2005 - 2016

Co-Founded a BI consultancy and was responsible for marketing, strategy, talent acquisition and training delivery. Grew it to \$2.5M/year company.

- Delivered custom solutions and large-scale implementations for diverse corporate clientele, including 20,000-user Cognos BI extranet application that averaged more than 300,000 reports per month.
- Received exceptional client reviews and customer satisfaction that rates significantly higher than better-known competitors by authoring and applying highly effective training methodology.
- Stimulated revenue generation in excess of \$1M by developing profitable BI product offering for nationwide computer training providers.

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Qualifications

Strategy and Vision
Social Media
Sales and Marketing
Writing
Speaking
KPI's
Leadership
Consulting
Customer Relationships
Full Lifecycle Recruiting
Workforce Planning
Vendor Management
Process Improvement
Career Counseling

REFERENCE

"I have worked with Allen for a number of years. He is a genuine, personable, savvy, and highly professional individual. He has an entrepreneurial mindset that blends well with his passion to see himself and those he works with succeed. His natural feel for business and marketing sensibilities are complemented by a strong technical skill set. Perhaps Allen's strongest attribute is his willingness to share this knowledge and ability with others whether in highly engaging formal training sessions or just casual conversation with peers. Allen is a strong addition to any team he joins or leads." – Adam Strack, EVP/CIO Microdynamics Group

PROFESSIONAL EXPERIENCE

Director, Central Region & Training

Sky Solutions, Hasbrouck Heights, NJ 2002 - 2005

Merged i3 with Sky Solutions and brought in to create a new Central Region, ended up also creating a new training division and running both

- Captured \$650K in 1st-year revenue and overcame unfavorable market conditions and 30% cut in margins to produce more than 50% increase in regional software and services sales in 2nd year.
- Yielded \$2M and drove more than 50% of business by innovating strategy for gaining access to greater volume of clients to boost consulting, software and services sales via introduction of training offerings.
- Involved in Sales, Training, Recruiting and Customer Relationship Management activities.

Founder

i3 Systems, Chicago, IL 2000 - 2002

Founded a BI services firm and grew it to \$750K/year company

- Planned, coordinated, and grew corporation from 1 employee to 13-member technical consulting staff consisting of sales representatives, trainers, and administrative personnel during 2 ½-year period.
- Delivered more than \$200K in business and increased market share by securing accounts with 3 new clients previously signed to competitors and locking them into long-term relationships via pre-pay program.
- Slashed time required for analysis 80% through employing expertise in Cognos BI tools to automate generation of daily dashboard and scorecard reporting.
- Created targeted marketing campaign by employing BI tools to accurately predict consumer buying patterns.
- Involved in every aspect of creating and running a corporation (HR, Sales, Marketing, Advertising, Customer Relationships, IT)

Sr. IT Recruiter

BGI, Skokie, IL 1995 - 1998

Senior IT recruiter working for an IT placement firm

- Placed IT personnel in contract and permanent positions with Chicagoland companies such as Abbott Labs, Kemper Insurance, Aon, etc.
- Full-lifecycle recruiting for active and passive IT candidates.
- Involved in creation of a proprietary ATS system.