
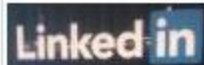




Hi there.




Evan Kelsay

Helping Companies Leverage the Power of LinkedIn
Greater New York City Area | Online Media



Evan Kelsay








External vs. Internal Recruiting: Who Does it Better?

ere.net

It has been debated many times, but the question of whether recruitment is best done with internal or external resources can only be answered at an organizational level, based upon a cost-benefit analysis. When doing this...

Like • Comment • Share • See all activity • 1 hour ago

Current **Enterprise Relationship Manager - Sales at LinkedIn** 
Founder | Leading Digital Media Sales Managers in the NYC Area at Leading Digital Media Sales Managers in the NYC Area

Past Sales Manager - Recruitment Marketing (New York, NY) at **Vault.com** 
Sales & Digital Marketing Manager (Hong Kong) at **Vault.com** 
Digital Media Marketing Manager at **Vault.com** (New York, New York) 
[see all](#) 

Education Purdue University - Krannert School of Management
City University of Hong Kong

Recommendations 2 people have recommended Evan

Connections **500+** connections

Websites [Company Website](#)

Twitter [EvanKelsay](#)

Public Profile <http://www.linkedin.com/in/evankelsay>

““An exceptional employee is not just a little better than someone who is pretty good; they are 100 times better.”

-Mark Zuckerberg, Founder of Facebook

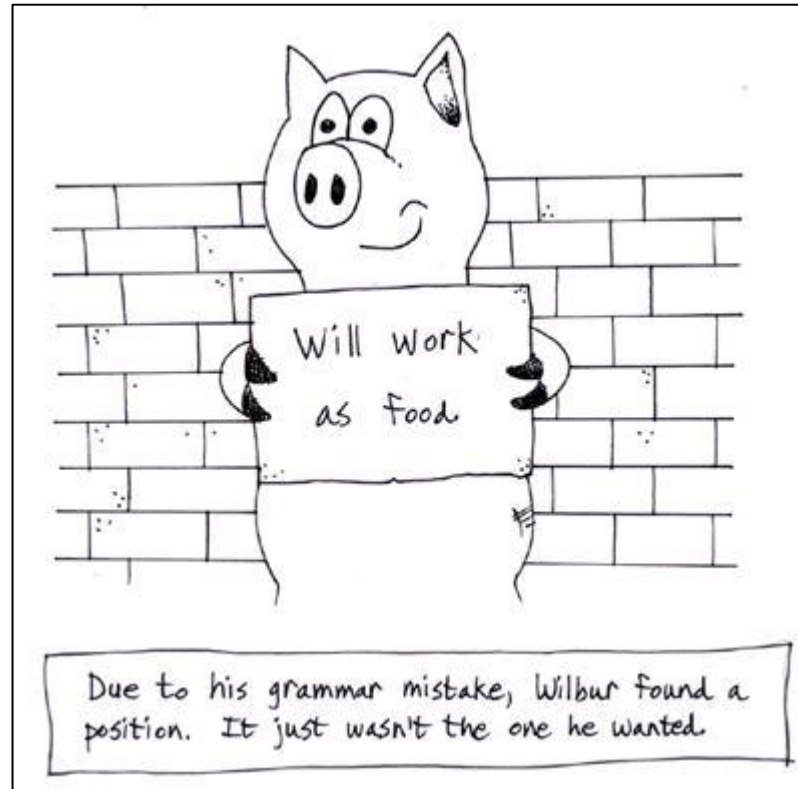


Everyone Wants Someone to Get a Great Job

Do you...

- Hire people?
- Have kids?
- Change jobs
 - Past 2 years?
 - 5 years?
 - 10 years?

How Do You Recruit / Get Recruited in 2011?





Recruitment is boring...

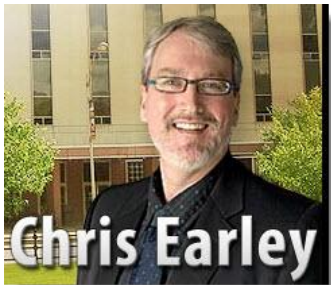
**You have to be proactive.
(Recruiters are lazy.)**

Only 10-30% of Professionals are Actively Looking



Recruitment 3.0

- Job Postings: Yes (Best Talent **Available**, Expensive)
- Headhunters: Yes (Good Talent, VERY Expensive)
- Referrals: Yes (Good Talent, Cheap but Few)

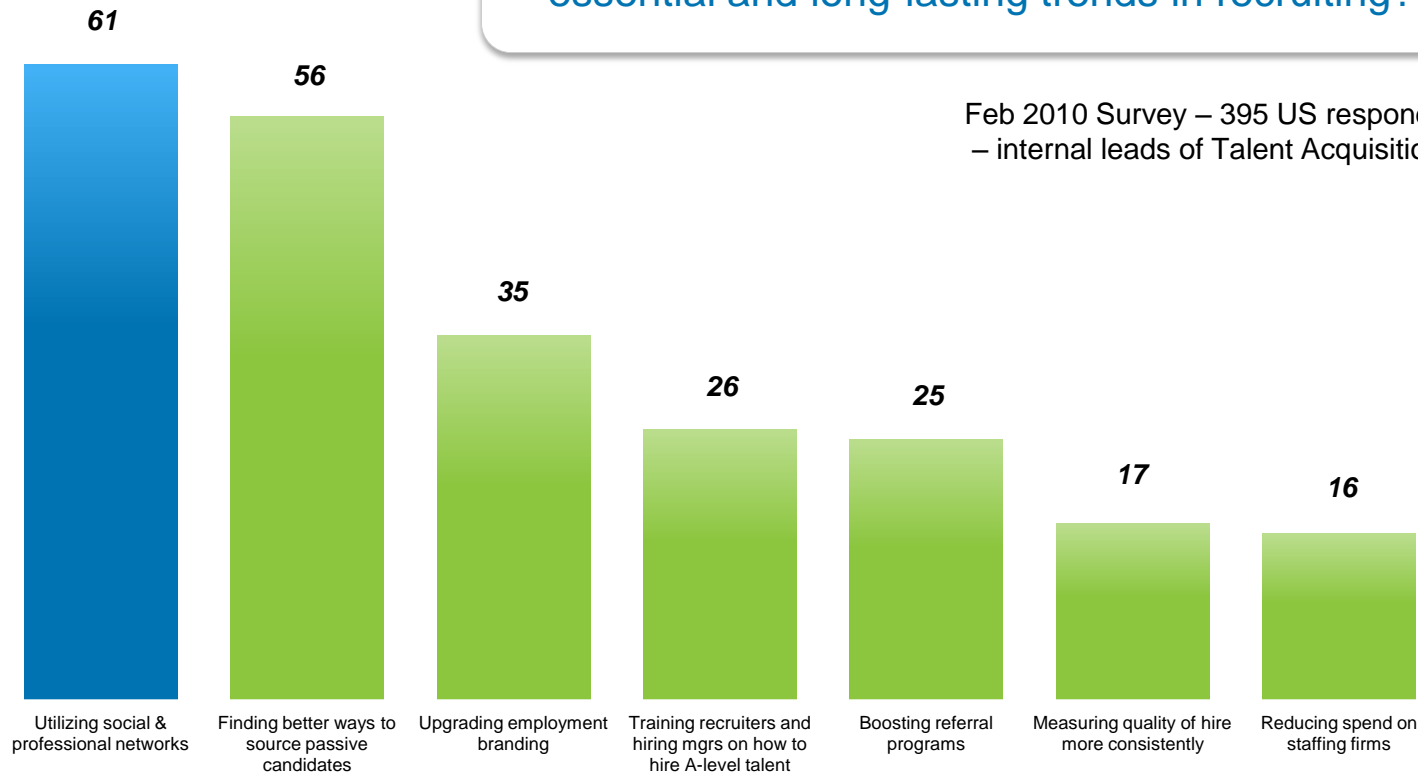


How can I hire better talent efficiently with **Social Media**?

How can I find the best **passive candidates** most cost-effectively?

Most Essential Trends in Recruiting

What do you consider to be the three most essential and long-lasting trends in recruiting?



Note: other choices included reducing dependence on traditional job boards; ensuring jobs posted reach multiple sites; using CRM for hiring; revitalizing career sites; recruiting globally; using employee blogs to recruit; jobs SEO; using video; mobile phone recruiting; and offshore sourcing.

Social Media

Our lives and opinions, shared online



Professional Networking

Our careers, business connections and insights





Recruitment in the New Millennium





younglee1 Young Lee
<http://www.linkedin.com/in/younglee1>

Followers **19**



Following **13**



Young Lee

 Lives in Edison, New Jersey



Activities and Interests

Other Purdue Crew, Purdue Management Master's

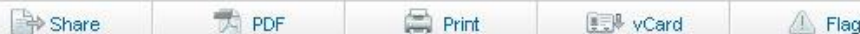


Young Lee

Financial Advisor at Merrill Lynch
 Greater New York City Area | Financial Services



- Current **Financial Advisor at Merrill Lynch** 
- Past President at Purdue Alumni Club of New Jersey
 President at Edison Rotary
- Education Purdue University - Krannert School of Management
- Recommendations **12** people have recommended Young
- Connections **500+** connections
- Websites [Personal Website](#)
[Purdue Alumni Club of NJ](#)
[Purdue Interviews](#)
- Twitter Follow @younglee1
- Public Profile <http://www.linkedin.com/in/younglee1>



Young Lee is a Brand – You Buying?



Young Lee
 Financial Advisor at Merrill Lynch
 Greater New York City Area | Financial Services

1st LinkedIn icon

Personal Information

Phone: 732-632-5860 (work)

Contact Young for:

- consulting offers
- expertise requests
- reference requests
- new ventures
- business deals
- getting back in touch

Additional Information

Websites:

- Personal Website
- Purdue Alumni Club of NJ
- Purdue Interviews

Twitter: [Follow @youngklee1](#)

Groups and Associations:

- President - Purdue Alumni Club of New Jersey
- Krannert Student Alumni Association Board Member
- Krannert Executive Forum Speaker - 9/14/2007
- Edison Rotary Senior of the Year Emcee - 5/13/2009
- Korean Community Center of Greater Princeton Board Member
- Friends of Nepal - New Jersey Legacy Circle Member
- New Jersey Chinese-American Chamber of Commerce Corporate Member
- KCCCP Korean Community Center of Greater Princeton [Join](#)
- KRANNERT School of Management, Purdue University [Join](#)
- Merrill Lynch Employees and Alumni [Join](#)
- NY/NJ Women & Minority Business Owners and Entrepreneurs [Join](#)
- Official Rotary International Group [Join](#)
- Purdue Alumni **Already a member**
- Purdue Alumni Club of New Jersey [Join](#)
- Rotary Club of Edison [Join](#)
- Rotary District 7510 [Join](#)
- SMEF School of Management Employers Forum (SMEF) Alumni [Join](#)

Honors and Awards: Commencement Speaker - Purdue University

Experience

Financial Advisor
Merrill Lynch
 Public Company, 10,001+ employees; MER, Financial Services Industry
 June 2004 – Present (7 years 5 months)

Edison, NJ

Young has 6 recommendations (6 clients) including:
 Lauren Rosenthal
 Amy Simon

Recommend Young's work at Merrill Lynch

President
Purdue Alumni Club of New Jersey
 Nonprofit Organization Management Industry
 June 2009 – 2010 (1 year)

Organized Purdue Women in Health Leadership Event with Dean Craig Svensson, welcomed Dean Rick Cosier to event in Princeton, helped promote Purdue Wrestling with head coach Scott Hinkel, DCH Brunswick Toyota Tour, annual Somerset Patriots baseball game and picnic outing for freshman, students, parents and alumni, wine tasting event, football/basketball game watching events. Approximately 3000-5000 alumni in New Jersey!

Go to www.purduejnj.com for video interviews, slideshows and calendar of events.

Young has 3 recommendations (2 co-workers, 1 partner) including:
 Michael Struble, Senior Product Manager, Alcatel-Lucent
 Jorge Flores, Global Sr. Brand Manager, Avon

Recommend Young's work at Purdue Alumni Club of New Jersey

President
Edison Rotary
 Nonprofit Organization Management Industry
 2009 – 2010 (1 year)

Work with group of volunteers to help organize "Senior of the Month" breakfast for seven local high schools and "Senior of the Year" banquet with scholarships, fundraise through events such as "Cheers for Charity" wine tasting and Daddy/Daughter dance, international projects such as microfinance in Nepal and Homes of Hope in Ecuador.

Young has 2 recommendations (2 co-workers) including:
 Gene Zannetti III, Peak Performance Specialist & Motivational Speaker, GZ Performance Enhancement - Sport Psychology
 Dr. Tulsi R. Maharjan, Legislative Aide, Assemblyman Peter Biondi

Recommend Young's work at Edison Rotary

Education

Purdue University - Krannert School of Management
 2002 – 2005

Young has 1 recommendation including:
 Sara Stein Koch, Director Undergraduate Programs, Purdue University

Recommend Young's work at Purdue University - Krannert School of Management

Student
Purdue University - Krannert School of Management

"Young is a driven, thoughtful and engaging individual. As a student, he transformed from a shy young man to a student leader who was able to make a significant impact to the Krannert School. In his role as president of SMEF, a leading student organization, he set goals for company recruitment and worked diligently to achieve those. He also role modeled professionalism in all aspects of his life. I have seen him continue that drive, professionalism, and engagement with Krannert in his years as an alum. He serves on our School alumni advisory board and has led the Purdue Alumni Association of New Jersey. Young is a shining example of how hard work and ethical leadership can make an impact on countless individuals and an organization as large as the Krannert School of Management and Purdue." *March 17, 2010*

[Sara Stein Koch, Director Undergraduate Programs, Purdue University,](#) advised Young at Purdue University - Krannert School of Management



1 Million+ Groups – Utilize them!

Join many

Participate in a few

Run one

Groups



Update your status (regularly!)



Brendan Browne LinkedIn is looking for: Front-end Engineer, Monetization

12 minutes ago • Like • Comment • Send a message



Brendan Browne LinkedIn Identifies Your Contacts in "Fortune's Best Companies to work for...cool!



LinkedIn Identifies Your Contacts in "Fortune's Best Companies to...

mashable.com · via Krista Canfield

LinkedIn works with Time Inc.'s Fortune to introduce widget letting users see who they know in Fortune's "Best Companies to Work For."

1 hour ago • Like • Comment • Send a message • Share



Brendan Browne Inspiring discussions w/ Deepak Chopra @ LinkedIn...leadership, sprituality, metaphysics with a dash of quantam mechanics in the context of technology...wow!

2 days ago • Like (1) • Comment (1) • Send a message

Follow companies

Overview **Careers** Products & Services Analytics


LinkedIn LinkedIn takes your professional network online, giving you access to people, jobs and opportunities like never before. Built upon trusted connections and relationships, LinkedIn has established the world's largest and most powerful professional network. Currently, more than 90 million ... more

LinkedIn has **27,144** followers








✓ Following ▾

How you're connected to **LinkedIn**

Your Network (698) **New Hires (5)** **Employees (1,629)**


 **Sr. Director, Marketing, Recruiting Solutions**

People that follow LinkedIn

-  **Quality & Management Consultants**
Omnex, Inc
-  **Computer Software Professional**
Tony Wei
-  **Programmer/Linux Systems Administrator**
Richard Wang
-  **Sales Development Specialist at LinkedIn**
Krista Cagney
-  **Partner - Deloitte & Touche LLP (Internet-Media Industry Leader)**
Tim de Kay
-  **Business Manager at KnowledgeWoods Consulting Pvt. Ltd.**
siby joseph
-  **student at LinkedIn**
Jeff adams

What LinkedIn employees are saying...

“ It's all about impact for me. What I build is used by millions of people around the world, and we're delivering features in teams of 2 or 3 at a pace that most companies can't match with teams ten times that size. Best of all though, I've never felt limited by my job description or title. I can have an impact anywhere I want to. Everyone - every engineer, product manager, and exec - wants to build a great product and a great company, and every idea, suggestion, and contribution is

 **Mc En Sa**

Jobs you may be interested in...

SME Sales Manager - Hiring Solutions, LinkedIn - Melbourne
I. GENERAL SUMMARY: The primary responsibilities for the Sales Manager are to: Drive revenue through new client acquisition · Invest in the team ... more

Enterprise Sales Manager - Hiring Solutions, LinkedIn - Melbourne
I. GENERAL SUMMARY: The primary responsibilities for the Enterprise Sales Manager are to: Drive revenue through new client acquisition · Invest in... more

Malay Localization QA - Bahasa Malaysia (Contractor Assignment - Mt View, CA USA), LinkedIn - Mountain View, CA
Malay Localization QA - Bahasa Malaysia (Contractor Assignment - Mt View, CA USA) LinkedIn is looking

Bonus! Job Change Notifier



**Job Change
Notifier**

Like Follow @jcnotifier

Login

Get an email alert when any of your LinkedIn connections change jobs.

- Stay up to date on your professional network
- Find out when your company's ally gets promoted, or when an obstacle decision-maker quits
- Learn when a person of interest resigns, gets poached, or gets acqui-hired

For: Sales/BizDev Execs | Startup Founders | Journalists | Professionals

get started! →



Featured in: **TechCrunch** **Mashable**

Created by [Roger Lee \(@roger_lee\)](#)

© 2011 Job Change Notifier. [About](#) / [FAQ](#) | [Contact](#) | [TOS](#) | [Privacy](#)

What did you learn today?

