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## Summary

Patti Shumay is a Senior Consultant with the Executive Search practice of Ratliff & Taylor and her background includes 25 years of recruitment marketing experience. Patti is an experienced Executive Search partner and her goal is to provide a unique consultative client and candidate experience to assure a mutually-beneficial, long-term employment arrangement. Patti's primary focus is recruiting for mid-upper level management positions in a variety of disciplines such as marketing, sales, and finance for clients in a variety of industries such as healthcare, retail, manufacturing and insurance.

Prior to joining Ratliff & Taylor, Patti worked for JWT Inside, a global employee relationship marketing agency and WPP company. During her time with JWT, Patti was responsible for recruitment marketing strategy development and program implementation for major local companies such as The Cleveland Clinic, Diebold, Summa Health System, and Parker-Hannifin. Patti earned a Juris Doctor degree from the University of Akron, School of Law, and a Bachelor of Arts degree with a concentration in Marketing from Baldwin-Wallace College in Berea, Ohio.

## Recently Completed / Representative Engagements

- ❖ VP Sales & Marketing - \$250M CPG company
- ❖ Director, Customer Contact Center - \$150M healthcare services company
- ❖ VP Manufacturing & Operations - \$250M CPG company

## Education

- ❖ *Juris Doctor, University of Akron School of Law*
- ❖ *B.A., Baldwin-Wallace College*

## Professional Certifications

- ❖ *Sales Professional Certified*

## Areas of Focus/Expertise

- ❖ *Marketing*
- ❖ *Finance*
- ❖ *Human Resources*
- ❖ *Sales*
- ❖ *Operations*

## Community Involvement

- ❖ *Grace Enabled – A ministry for individuals with special needs*

## Favorite Books/Authors

- ❖ *The Energy Bus – Jon Gordon*
- ❖ *Chop Wood, Carry Water – Joshua Metcalf*

## Best Career Advice ever received

*Get out of your comfort zone*