

WILLIAM J. LYTLE



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RMC AGENCY
517.507.5503
jlytle@rmcagency.com

William Lytle is a Partner with Recruitment Management Consultants. Previous to this role, Mr. Lytle served as an Account Executive at a leading employment recruitment agency where he used his abilities to promote personal growth through training and opportunities. He strives to develop close and honest relationships with clients in order to deliver the maximum quality service available while maintaining company profitability.

EDUCATION

- Michigan State University (B.S., 1998)
- University of London, School of Social Science (Foreign Study Program, 1997)
- University of Edinburgh (Foreign Study Program, 1997)

HONORS & RECOGNITIONS

- President Club Member award (2004)

PRIOR EMPLOYMENT & PROFESSIONAL ORGANIZATIONS

- Account Executive at TEKsystems, Inc—An Allegis Group Company (1998—2010)
- Michigan Technology Network (2010-present)
- Small Business Association of Michigan (2010-present)
- Capital Area IT Council (2010-present)
- Lansing Economic Area Partnership—LEAP (2010-Present)

PROFESSIONAL EXPERIENCE

- Partnered with companies to provide IT staff augmentation and other Component Services; IT training, asset retirement, asset inventory, applicant development, workforce management services, and deployment services
- Utilize a consultative sales approach to understand client's needs and then introduce range of services offerings to achieve the best suited solution for clients
- Extensive work in developing 'statement of work' agreements
- Experience at responding to both RFIs and RFPs
- Negotiating skills regarding Service Agreements for client contracts

COMMUNITY SERVICE

- Sponsor for *Give Camp* (2010)