

## **CareerBuilder.com Names Mary Delaney President of New Subsidiary Personified**

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CareerBuilder.com, the U.S.'s largest online job site, announced it has appointed Mary Delaney President of Personified, its new subsidiary specializing in talent acquisition and management consulting. Delaney will manage the day to day operations of the new company, drawing on 20 years of expertise in sales and marketing leadership, business development and start ups to drive strategy and revenue.

Delaney has played a key role in helping CareerBuilder.com rise to the top of its industry and consistently outpace competitors in revenue growth. Most recently, Delaney served as the Chief Sales Officer for CareerBuilder.com, leading the Enterprise and Recruiter Business Unit teams of the company's sales force and tripling revenue for those units in five years. In 2006, Delaney started the company's Human Capital Consulting Division, the springboard to Personified that successfully delivered strategies for talent acquisition, recruitment processes and employment branding to FORTUNE 1,000 clients.

"Mary's track record speaks for itself," said Matt Ferguson, CEO of CareerBuilder.com. "Her business acumen and passion for what she does, her close relationships with top employers and her deep understanding of the challenges facing hiring managers today are valuable assets as we deliver more integrated talent management solutions through Personified."

Delaney is an employment expert who regularly appears on TV and radio to discuss hiring trends and workplace issues. She has appeared on CNN, Headline News, FOX and CBS National Radio and in the Harvard Business Review.

Prior to joining CareerBuilder.com, Delaney managed the merger of Headhunter.net and CareerBuilder.com. In this capacity, she oversaw two acquisitions and orchestrated launches in new vertical markets. Before that, Delaney was senior vice president for InterCall Inc., a conference services provider, where she developed the long-term company vision and national sales strategy. While at InterCall, sales revenues grew from zero to over \$200 million. Early in her career, Delaney held a variety of sales management positions at Nestle Corp and Async Corp., a voice mail service company.

Delaney is completing her MBA from Northwestern University's Kellogg School of Management. She received the 2006 Stevie Award for Best Sales Executive from the American Business Awards. She is a fellow at Leadership Greater Chicago and a board member of the Business Marketing Association of Chicago.

For more information about Personified, visit: <http://www.personified.com/>

### About CareerBuilder.com

CareerBuilder.com is the nation's largest online job site with more than 23 million unique visitors and over 1.6 million jobs. Owned by Gannett Co., Inc. , Tribune Company , The McClatchy Company and Microsoft Corp. , the company offers a vast online and print network to help job seekers connect with employers. CareerBuilder.com powers the career centers for more than 1,200 partners, including 140 newspapers and leading portals such as America Online and MSN. More than 300,000 employers take advantage of CareerBuilder.com's easy job postings, 26 million-plus resumes, Diversity Channel and more. CareerBuilder.com and its subsidiaries operate in the U.S., Europe, Canada and Asia. For more information, visit <http://www.careerbuilder.com/>.

Media Contact  
Jennifer Grasz  
773-527-1164  
[Jennifer.Grasz@careerbuilder.com](mailto:Jennifer.Grasz@careerbuilder.com)

First Call Analyst:  
FCMN Contact:

SOURCE: CareerBuilder.com

CONTACT: Jennifer Grasz of CareerBuilder.com, +1-773-527-1164,  
[Jennifer.Grasz@careerbuilder.com](mailto:Jennifer.Grasz@careerbuilder.com)

Web site: <http://www.careerbuilder.com/>

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