Brian Abrams, President and Founder of PMO Partners, Featured in The Elite Recruiters Podcast

Brian Abrams, President and Founder of PMO Partners, Featured in The Elite Recruiters Podcast, 4X Growth While Everyone Watched Their Inbox Die

PLANO, TX, UNITED STATES, August 20, 2026 /EINPresswire.com/ -- Brian Abrams, President and Founder of PMO Partners – A member of the Sanford Rose Associates® network of offices, Featured in The Elite Recruiters Podcast, 4X Growth While Everyone Watched Their Inbox Die

Brian Abrams, President and Founder of PMO Partners – A member of the Sanford Rose Associates® network of offices, an executive search firm located in Groton, Massachusetts. PMO Partners is the premier IT Project Management staffing firm. Since 2014, Brian has led PMO Partners in year-over-year growth, establishing the company as the go-to organization for IT Project Management staffing. Under Brian's leadership, PMO Partners has gained many industry accolades, including recognition in Forbes Magazine. His efforts have resulted in many partnerships with organizations such as the Project Management Institute, Educause, and PMBA World. Currently, Brian is focused on company growth and expansion, oversight of client relationships, innovation, and industry partnerships.

Everyone watched their inbox die. The cold emails that used to land now get deleted in half a second because hiring managers can smell AI from a mile away. While most agencies doubled down on the very channel that was failing them, Brian Abrams took his boutique project management staffing firm in the completely opposite direction. He went old school. Real handshakes, real conversations, real presence. The result? He 4Xd his revenue over the last few years, and he now attributes 30 to 40 percent of his gross profit to one channel almost no staffing firm takes seriously: industry conferences.

In this episode, Brian lays out his entire conference playbook with zero secrets held back. You will hear the four part system he has refined over a decade: how he builds his year long conference slate and decides which events actually deserve his marketing dollars, the pre work almost nobody does including the exact no pressure LinkedIn message he sends 30 days out, how he works the floor and captures every quality conversation before it evaporates, and the follow up cadence that turned a thirty second booth chat into one of his biggest clients ever.

You will also hear the story behind the legendary Run PMO shirts, why 1,500 of them disappear

by day two of every conference, the moment a flight attendant asked Brian if he had just come from a concert, and the sneak peek at what his team is bringing to Detroit this fall. Plus the honest stuff: the mistakes that cost him money, the booth tactics that flopped, why being memorable beats being everywhere, and his advice for any recruiter thinking about going out on their own.

If your BD strategy is drowning in an ocean of ignored AI messages, this is the episode that shows you the door everyone else forgot exists. Because while your competitors fight for inbox attention, the decision makers are standing right there at the conference in your niche, waiting to meet someone real.

Listen to the full podcast here: https://www.eliterecruiterpodcast.com/brian-abrams/

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