

Job Search Focus Group Profiles

Classification

Profile#

Profile

Accounting/ Finance

AF8082601

Director Risk Management

Extensive experience (25 years plus) in all areas of corporate risk management such as purchasing insurance and inspection of locations for life safety and property issues. Have overseen on-site major casualty, property, aviation and marine claims on a world-wide basis. Decisive management and leadership skills with a proven ability to manage in high pressure and crisis situations.

BA, MBA, Associate Risk Management

Accounting/ Finance

AF8082618

Financial Analyst -CPA

Career spanning finance, information systems, customer service, & sales. Effective leadership in processes, project management, organization & issues resolution. Results oriented: Led efforts that saved \$2M in revenues. MS Office (Access, Excel, PowerPoint, Project, & Word). Experience with Visio & QuickBooks. Preparation of Financial Statements/Analysis, Budgets & Tax. Government regulations: FAR, HUD, Invoicing & Grants systems. Current studies: CFA & MS Office Cert.

Contact: dmwile@ohiocpa.net

BBA-Accounting

Accounting/ Finance

AF8082641

Budget/Financial Analyst

Budget Analyst professional with over six years of experience in financial analysis. Performed budget formulation for detailed budgets. Processed various financial reports, schedules and summaries. Strong analytical approach to tracking financial data. Develop user friendly tracking methods that provide a comprehensible financial picture. Excellent communication skills with all levels of management. Technically oriented to learn and use new software.

MBA

Accounting/ Finance

AF8082642

CPA Candidate

Great Plains (Revenue and Purchasing modules), Office Suite (Word and Excel Invoices, and Excel payroll); Non-Profit and General accounting-A/P, A/R, Credit, JE, Vendor/Bank reconciliations. Produced and distributed payroll and expense account checks. Payroll reports detailing benefits and taxes, Monthly and Quarterly Income and Cash flow statements by unit and comprehensive.

BA-Economics (with honors); Currently sitting for the CPA exam. Independent, diligent, industrious, and dependable.

BA-Economics

Classification

Profile

Profile#

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Accounting/ Finance

AF8082671

Project/Contract Financial Analyst

Financial Management of Projects/Contracts; Proposal Preparation; Tracked budgets and costs; Invoice Preparation; Project Estimates at Completion Reports/Profit/Loss; Cost Reduction Suggestions; Contract Specialist-Government and Commercial-Cradle to Grave Administration of services, materials, and personnel subcontracts; Purchasing Agent; Deltek CostPoint - Purchasing, Projects, Accounting Modules; ORACLE E-Business Suite - Projects, Accounting, I-Expense Modules; Microsoft Office experience.

Bachelors/Business Administration

Accounting/ Finance

AF8082692

Controller

A results oriented professional with special accomplishments in Accounting/Finance and Retail Management. Develops processes and procedures for ease of use, standardization and consistency leading to reductions in time and cost. Works well with employees across all levels of company to achieve organizational goals. Persistence in situations requiring investigation and problem-solving. Preparation/analysis of Financial Statements, AP, AR, Taxes, Payroll, SOX, Fixed Assets, Bank Recons, Inventory.

Accounting/ Finance

AF8082693

Assistant Controller

A results oriented professional with special accomplishments in Accounting/Finance and Retail Management. Develops process and procedures for ease of use, standardization, and consistency leading to reductions in cost and time. Works well with employees at all levels of the company to achieve organizational goals. Persistence in situations requiring investigation and problem-solving. Preparation/analysis of financial statements, AP, AR, Bank Recons, Taxes, Payroll, SOX, Fixed Assets, Inventory.

Accounting/ Finance

AF8082716

Process Improvement

Systematic and imaginative leader with proven experience in achieving measured business efficiencies through collaboration, training and analysis. Known for valuing team members and communicating directly and diplomatically, while using personal knowledge to complete tasks. Areas of expertise include: Sarbanes-Oxley, Workflow-Process Improvement (pursuing Black Belt Six Sigma), Certified Trainer, Operational-Claims Audits, Standard Operating Procedures, Supervision, and Project Management.

BA, MS Ed.

Classification

Profile

Profile#

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Accounting/ Finance

CFO/VP/Controller/GM

AF8082724

A versatile senior executive who led over 100 employees for a \$200 million company as a VP / Controller and Site Manager. Strong financial background with experience in operational areas of purchasing, engineering, information technology, human resources, customer service and logistics. Hands-on management and P&L experience in manufacturing and marketing operations. Successful in business operations driving forward organizational development, controlling costs, and improving earnings.

BS

Accounting/ Finance

Accounting / Auditing

AF8082740

CPA seeks an auditing position in public accounting or internal auditing in a private company. Experienced in public, government and private industry accounting. Computer experience includes MS Excel, MS Word and General Ledger software.

BA

Accounting/ Finance

Customer service

AF8082743

A client-driven manager who realizes that without customers, we are dead-in-the-water. Conscientious and hardworking, I have an affable character and am reliable.

Accounting/ Finance

Controller

AF8082782

Financial Professional with over 20 years experience in Accounting, Human Resources, and Administration in Software, Service and Mfg. companies. Demonstrated competency in managing, analyzing, and implementing systems to increase profits and efficiencies. Strong commitment to quality and meeting deadlines. Excellent problem-solving skills and ability to interact with all facets of the business. Member of Senior management team developing corporate strategic direction.

MBA

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Consulting

Geological Consultant

CO8082619

Geological Consultant experienced in environmental and engineering geology. Projects have included legal cases and a variety of geological work scopes in engineering, environmental, and construction environments. Highly knowledgeable of the stratigraphy and geologic environment of the Cincinnati area. Skills include expert operation of CAD and GIS software as well as proficiency in Microsoft Office Professional 2007.

MS, BS, Geology

Classification

Profile

Profile#

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Consulting
CO8082626

Marketing & Management Consultant

Marketing Executive with general management experience, standout success in revitalizing businesses, repositioning brands for growth and profitability. Significant P&L responsibility spanning Consumer Products, B2B and retail. Leader expert in crafting and communicating compelling Vision, motivating teams to high levels of performance. Strategist adept at leveraging insightful analysis into novel approaches to Build Corporate Value. Contact: Rick Noland, lnoland@fuse.net, 513-300-6090
MBA

Consulting
CO8082644

Facilities and Maintenance Manager

An experienced and accomplished maintenance and facility manager and specialist. Process engineering, plant and facility update and efficiency improvement. Multiple industries, excellent coordinator. Cost improvement specialist.
MS

Consulting
CO8082648

Director of Development

Creative Thinker. Ability to Increase Revenues through New Business Development, Networking and Strategic Contact Development. Build a stronger company with inspirational Team Coaching to promote Leadership and Staff Development. I will sustain Revenue utilizing effective Contract Negotiation and Administration to promote Multiple Project Management and Coordination skills. 20 years experience in the Real Estate Development and Construction Management industries.

Consulting
CO8082666

Performance Improvement Consultant

Senior learning & HR professional focused on enhancing individual and organizational performance. Skilled in consulting with managers and subject matter experts to clarify needs and design appropriate responses. Resulting interventions may include training, performance support and/or other initiatives. Experienced with online learning design/delivery, working with global audiences. SPHR, certified facilitator for DDI and AchieveGlobal leadership modules, MBTI certified.
Ph.D.

Consulting
CO8082722

Project Manager with Technical Skills & Business Savvy

An insatiable learner who can organize and teach at a high level. I am adaptable and available for one project at a time. XHTML, JavaScript, LotusScript, MS Project, Visio. Strong leadership ability. Ability to develop vision into projects. Excellent communication skills. Helps people learn and understand. Combines keen intuition with well researched facts. Project tracking skills are sharp. Ad hoc computer programs assess progress in real time. Time management skills.

BA, Economics, English

Classification

Profile

Profile#

Consulting
CO8082730

Process Re-engineering Director/VP

Dynamic process re-engineering leader with proven success analyzing and redesigning inefficient processes to effect breakthrough and sustainable change. Strengths include strategic sourcing, shared services implementation and operations, healthcare benefits delivery, finance, and project management. Six Sigma greenbelt-trained. Adept at leading company-wide, cross-functional initiatives and teams. Prior experience includes GE and Lucent/Alcatel.

BS

Consulting
CO8082779

Senior Management Professional

Dynamic, self-driven, hands-on global contributor with exceptional, progressive career achievements in fast-paced, exacting business environments. Personable, articulate and persuasive; powerful presenter, skilled negotiator and relationship manager. Astute analyst, strategic thinker and creative problem solver with superb management talent to optimize employee skills and abilities, boost morale, and meet / exceed short and long-term goals.

BA

Consulting
CO8082792

Business Development

New Business Development - a proposal and pricing specialist with over 18 years of proof positive results in new business creation by winning bids for outsourced services in both private and government sectors. Interested in working on a project-by-project basis as a 1099 contractor no benefits required. Strong analytical & planning ability with experience in developing bid strategies, cost estimates & proposals.

BS Math, Psychology

Consulting
CO8082793

Pricing

A proposal & pricing specialist with over 18 years of proven ability to develop and execute creative strategies for winning RFPs & bids for outsourced services in both the private and government sectors. Interested in working on a project-by-project basis as a 1099 contractor no benefits required. Develop technical and pricing proposals for maximum scoring & competitive impact. Analyze work elements, resource requirements, estimate cost, develop pricing approach & models.

BS Math, Psychology

Classification

Profile#

Profile

=====
Engineering/ Technical

ET8082603

Project Engineer

Manufacturing facility design and layout via 2-D AutoCAD. Capital justification and improvements. Equipment specification, vendor qualification, installation, and start-up. Process improvements to reduce work-in-process and material handling steps. Project management via MS Project, Excel, and Access. Facility maintenance insurance, security, fire protection, utilities, and HVAC. Mentored and supervised Industrial Engineers and maintenance personnel. Hands-on.

B.S. Industrial Engineering

Engineering/ Technical

ET8082614

Genetic Research and Testing Engineer

Recent college graduate - self-motivated engineer with research experience and laboratory skills. Biology Lab experience: cell culturing, gel electrophoresis, PCR, fluorescence microscopy, animal surgery. Chemistry Lab experience: GC, MS, HPLC, IR, NMR. Extensive experience with microscopy in research projects.

james.groh@yahoo.com

BS Biomedical Engineering

Engineering/ Technical

ET8082615

Medical Device Engineer

Recent college graduate - strong, diverse engineering background. Technical expertise but can also communicate with suppliers and customers. Research in: retinal ion channels in macular degeneration, peripheral nerve electrode to aid paralyzed, and surgical tool used in fracture of mandible. Contract position at Procter and Gamble performing polymer engineering and MTS testing. Familiar with FDA regulations and ISO. 272-3611

BS Biomedical Engineering

Engineering/ Technical

ET8082622

Environmental Geologist

Geologist with 15 years experience in the environmental services sector. Skills include project management, RI/FS, site-sampling, characterization, remediation, certification closure, subsurface and contaminant mapping, environmental modeling, geotechnical engineering, engineering geology, and civil design. Worked with both radioactive and mixed wastes. Highly proficient in Computer-Aided Design and Geographic Information Systems. Excellent communication and technical writing skills.

MS, BS

Classification

Profile#

Profile

=====
Engineering/ Technical

ET8082633

Mechanical/Manufacturing Engineer

Strong leadership skills. Qualified with more than 15 years of engineering and manufacturing experience in the automotive, papermaking, and equipment manufacturing industries. Innovative manager with exceptional analytical skills. Experienced in leading and managing cross-functional teams. Highly proficient in most computer hardware/software applications. Currently seeking Certification as 6-sigma Black Belt.

MBA

Engineering/ Technical

ET8082647

Facilities and Maintenance Manager

An experienced and accomplished maintenance and facility manager and specialist. Process engineering, plant and facility update and efficiency improvement. Multiple industries, excellent coordinator. Cost improvement specialist.

MS

Engineering/ Technical

ET8082656

Sr. Project Manager

Certified project manager with extensive experience managing highly customized, complex application development, data warehouse, and business information planning initiatives. Strengths include leading and developing effective technical teams, resolving conflict, influencing the direction of multiple teams and projects to meet objectives of all stakeholders, and leveraging cross-functional relationships to complete projects on time and within budget.

MBA

Engineering/ Technical

ET8082698

Senior Quality Professional

Senior Quality Engineering Professional with a MS Degree majoring in QA. Experience in ISO 9000, Quality Systems, Statistical Process Control, Lean Manufacturing, and APQP having international experience in manufacturing, quality management and quality systems. Skilled problem solver with expertise in production, supplier relations, customer interface and management in industries as diverse as electronics, electronic assembly, injection molding, cable assembly and sheet metal fabrication.

Master of Science

Engineering/ Technical

ET8082735

Technical Support Specialist

Experienced IT Professional who is passionate about helping people solve computer-related problems. Brings a calming supportive presence to stressful situations, while clearly explaining solutions in clear non-technical language. Uses his years of IT experience and skills to arrive at quick user-friendly solutions.

BA

Classification

Profile#

Profile

Engineering/ Technical

ET8082741

Civil Engineer

20+ years of CAD and Civil Engineering experience including several years managing programs and projects for the State of Ohio in Energy Conservation and Public Transportation. Brings a deep understanding of engineering tools and processes to enable and efficient engineering or product development environment.

BS Civil Engineering

Engineering/ Technical

ET8082745

Product Development Engineering Leader

A results-oriented product development leader delivering innovative medical device products meeting technical and customer needs. Extensive, diversified experience in design controls and a proven-ability to manage a global portfolio of projects to meet company revenue and cost targets. Demonstrated core strengths in Technical Leadership, Project Management, Process Improvement, Strategic & Analytical Thinking, Problem Solving, and Developing People.

BS EET, MBA

Engineering/ Technical

ET8082751

CADD (Civil and Architectural)

Experience in civil engineering, urban design and architecture. Experience and education in surveying technology. Responsible, hard-working professional known for attention to detail, accuracy, thoroughness, follow-through and meeting deadlines, goals and quality standards. Specific experience and skills: Demonstrated engineering drafting proficiency, Work as a member of Survey Crew, 9 years using AutoCAD, 5 years using ArcView and Photoshop, preparation of construction documents and takeoffs.

A.S.

Engineering/ Technical

ET8082765

SIX SIGMA/Engineering/QA-QC/Environmental Management Systems

Project engineer w/ professional experience in commercial, industrial and govt. settings. Diverse background: feasibility, cost estimating, design, fab.,QA/QC, implementation, operation & certification. Multi-tasker: managed people/projects. Cross trained: several disciplines & CAD. Versatile in analysis, troubleshooting, field service, OSHA/EPA/FDA, ISO, customer satisfaction/optimizing complex systems/cost savings/GMP issues. Technical Liaison. DOE trained: Certified Auditor. MS, BSME, MBA Classes

MS, BSME

Classification

Profile

Profile#

Engineering/ Technical

ET8082788

Quality Manager/Engineer

Creative problem solver Quality Manager / Engineer with Lean manufacturing and six sigma tools experience, great technical writing and communication skills, focusing on product and process improvement, defects reduction, customer complaints resolution, supplier development. Expertise in: ISO 9001/TS 16949 quality management system, Internal Audits, APQP, PPAP, FMEA, statistical process control; gages design; measurement system analysis, testing and evaluation.

Ph.D. Materials Engineering

Engineering/ Technical

ET8082801

Sr. Project Manager

Experienced engineering Project Manager with demonstrated skills in leadership, project management, global engineering, product improvement, and product safety. Well versed in managing and motivating others to achieve goals. Detail-oriented team player with exceptional communication, organizational, and problem-solving skills. Hands-on experience in total quality systems such as ISO 9000, Kaizan, and Design for Six Sigma.

BSME

General Management

GM8082623

Vice President or Director

Outstanding leader able to work with and motivate all departments toward the achievement of a common goal. Proven track record in sales, sales support, and market research. Innovated trade show booth construction and management. Successful business owner and corporate junior executive. Demonstrated project management skills. Well versed in spreadsheets, database, and word processing programs.

Mathew Eggenberger

mathew.eggenberger@fuse.net

513-484-0052

Non Smoker

MBA

General Management

GM8082625

General Manager

General Manager with strong Marketing experience, standout success in revitalizing businesses, repositioning brands for growth and profitability. Significant P&L responsibility spanning Consumer Products, B2B and retail. Leader expert in crafting and communicating compelling Vision, motivating teams to high levels of performance. Strategist adept at leveraging insightful analysis into novel approaches to Build Corporate Value. Contact: Rick Noland, lnoland@fuse.net, 513-300-6090

MBA

Classification

Profile

Profile#

General Management

GM8082629

General Manager/Operations

High energy, strategic business leader with a solid background in business and organization restructuring, new sales market and product development, capital management, productivity and cost improvements, and financial analysis. Demonstrated success in negotiating contracts with a diverse group of suppliers, customers and union employees. Excellent communication skills with strong ability to motivate and lead high performance teams to deliver outstanding results.

BS in BA

General Management

GM8082637

Purchasing/Project Management

Administrative Professional with an extensive skill set. Customer service, Purchasing, Project management from Design through Billing utilizing internal and external production to most economically realize the finished product. Experienced in shipping and logistics management utilizing contract haul as well as LTL to reduce freight costs and maintain a high degree of service. I bring a strong sense of dedication, outstanding work ethic and a helpful and cooperative attitude.

BS Business Administration - Management (QA)

General Management

GM8082639

Green Team Leader

Customer-service oriented safety professional with proven ability to improve corporate image by leading Green Team initiatives. Developed recycling and waste diversion program that received national recognition awards for 5 consecutive years. Presented environmental health accomplishments to international representatives of Georgia as part of the Community Connections Program, sponsored by USAID and World Learning.

BS Fire and Industrial Safety Technology

General Management

GM8082643

Facilities and Maintenance Manager

An experienced and accomplished maintenance and facility manager and specialist. Process engineering, plant and facility update and efficiency improvement. Multiple industries, excellent coordinator. Cost improvement specialist.

MS

General Management

GM8082650

General Management

Business leader and Engineer with 20 years of technical, financial, organizational development and administrative experience in chemicals/plastics and consumer products industries. Proven abilities to develop and execute solid strategies with the interpersonal skills to maximize individual and team performance to meet company objectives. Led a variety of enterprises from 40 to 500+ associates in both union and non-union environments. Excellent consensus building and negotiation skills.

BS Chem Engr

Classification

Profile

Profile#

General Management

Sr. Manager

GM8082655

Performance oriented manager with the ability to establish objectives and orchestrate activities to meet organizational commitments. Strong experience in budget development, administration, and control to meet desired P&L targets. Effective coach and mentor to both technical and non-technical employees. Experienced in performance evaluation and compensation administration.

MBA

General Management

Management Professional

GM8082672

Experienced Management Professional is seeking a challenging management position from which I can showcase my extensive management skills. My background includes Sales and Marketing management responsibilities as well as major customer service and retention duties.

BS Marketing

General Management

Operations

GM8082682

Successful management and leadership experience with a reputation for meeting and exceeding the most challenging organizational goals and objectives. A sensible and focused individual recognized for tenacity and exacting professionalism, always setting the example.

MS, MBA

General Management

General Manager

GM8082685

A results-oriented senior marketing and sales executive with diversified industry experience and a record of delivering strong sales and profit results. Leadership skills have been demonstrated in turnaround situations, strengthening established businesses, and entrepreneurial business environments. Highly skilled in strategic planning, product development, productivity improvement, cost reduction, and team building.

MBA

General Management

Manager/Administrator

GM8082687

Seasoned manager/administrator with work experience primarily in the social services field. Program development experience as well as hands on case management in the field with resistant clientele. I have above average computer skills and love to help others, especially children.

B.S. Community Health Education

Classification

Profile

Profile#

General Management

GM8082706

Sales Consultant/Administrator

My goal is to promote the identity of an organization simply and elegantly. I enjoy showing my warmth, generosity, spontaneity, presence, and being able to enlighten and earn the trust of others. I want to share the professional skills I have learned within an environment that demands accountability for my performance and offers challenges for my abilities. My qualifications include 8 years as a university program coordinator and 4 years as a sales consultant.

General Management

GM8082713

General/Plant Manager or above

Proven management track record. Able to achieve company goals while maintaining excellent relationships with associates of all levels. Vast and diverse work experiences in manufacturing and distribution include management and engineering. Instrumental in saving millions of dollars in process improvements. A skilled problem solver and bottom line contributor. As a General Manager, led over 450 hourly and 27 salaried leaders with a budget approaching \$25 million. Six sigma certified.

BS in Administration & Management, Mathematics, and Economics

General Management

GM8082720

Administrative Assistant

Experienced, dedicated, recent college graduate with real life skills in business management. Seeking employment in a long-term professional relationship with a progressive organization in order to utilize skills, experience, and education obtained while earning Bachelor's degree.

BSBM

General Management

GM8082729

Bus. Dev. Mgr / Exec VP

Create and launch new ventures; manage businesses that adjust effectively to constant change. Improves ops, directs growth by creating responsive teams capable of delivering superior cust. satisfaction. Creative, high-energy, results-driven executive with a participatory mgt style, strong interpersonal skills and communication techniques. Strat planning, sales, contract negotiations, labor relations, transportation, logistics, reg. compliance, hazmats; turnaround consultant to small businesses

MBA

Classification

Profile

Profile#

General Management

GM8082732

Business Transformation Director/VP

A dynamic, GE-trained business transformation leader with a passion for driving change and eliminating costs. I've generated over \$200MM in P&L and balance sheet savings through strategic sourcing and process change initiatives. Proven track record in shared services implementation and operation, strategic sourcing/outsourcing, IT, healthcare benefits delivery, and project management. Six sigma greenbelt experience. Work experience includes GE, Lucent and Pactiv.

BS

General Management

GM8082733

Senior Manager of Operations and Merchandising

Leader in franchise operation services providing customer support in the areas of product sales and strategy, account management, merchandising, business development and communications. Specialty focus on working with franchise operators to align with brand standards to achieve desired business results. Passionate about delivering service that reaches beyond the customers expectations.

B.A.:Communications, Masters: Education

General Management

GM8082737

IT Manager

Hands-on IT manager of computer departments for small organizations. Has a track record of reliability and success, having developed and directed the IT department of a 40-person healthcare business for 7 years. Strengths include expertise with all computer functions, clear communication with management, and cost-effective use of technology.

BA, MA

General Management

GM8082764

Management (Engineering/ Program)

Versatile pro w/ experience: commercial, industrial & govt. settings. Diverse background: Ensured mgmt. of complex systems/trade shows. Cross trained: several disciplines. Multi-tasker: managed people/projects/facilities/new product development/sales. Versatile in ensuring analysis, field service mgmt., OSHA,GMP, ISO,CEO satisfaction/optimized staffing training/utilization. Managed budgets/CAD staff/equip. issues. Technical Liaison Mgmt.. DOE trained: Certified Auditor. MBA courses; MS, BSME

MS, BSME

Classification

Profile

Profile#

General Management

GM8082778

Senior Management Professional

Dynamic, self-driven, hands-on global contributor with exceptional, progressive career achievements in fast-paced, exacting business environments. Personable, articulate and persuasive; powerful presenter, skilled negotiator and relationship manager. Astute analyst, strategic thinker and creative problem solver with superb management talent to optimize employee skills and abilities, boost morale, and meet / exceed short and long-term goals.

BA

General Management

GM8082781

Administrator

Professional with over 20 years experience in Accounting, Human Resources, and Administration in Software, Service and Mfg. companies. Demonstrated competency in managing, analyzing, and implementing systems to increase profits and efficiencies. Strong commitment to quality and meeting deadlines. Excellent problem-solving skills and ability to interact with all facets of the business. Member of Senior management team developing corporate strategic direction and interaction with all areas.

MBA

General Management

GM8082784

Non-Profit Administrator

Professional manager with 19 years non-profit experience. Recognized as a strong team leader with a focus on people and improvement. Excellent administrative, organizational and communication skills. Extensive background in developing programs and tracking/reporting systems. Strong background in problem solving, grant/contact administration, supervision, budgeting, database management, EXCEL and WORD. Looking for a leadership position in education, healthcare, government or other service area.

BA Planning and Development

General Management

GM8082787

Capital Purchasing Manager

Purchasing professional with broad range of experience in capital equipment, MRO, office furniture, fixtures and equipment and contract services for Fortune 100 Company for over 15 years. Practicing value engineering and negotiation to achieve cost savings. Experience with RFPs and RFQs. Successful development of vendor relationships. Work closely with technical and engineering disciplines to develop and define requirements.

BA Business

Classification

Profile

Profile#

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General Management

GM8082798

Operations Manager

Operations Manager focused on being a business leader and optimizing overhead expenditures ROI. Business expertise in: distribution, warehousing, logistics/transportation services, inventory control, P&L Responsibility, supply chain management, facilities management, purchasing, budgeting, and variance analysis. Possess strong personal/team development skills, problem-solving skills, and the ability to identify and implement efficiencies to streamline operations and increase profits.

BS-Psychology

General Management

GM8082800

Operations / Supply Chain

Operations / Supply Chain leader with proven turnaround and outsource / import skills. Restructure operations with value stream mapping. Empower workers and top grade staff. Implement continuous improvement, and cost effective kaizen events. Example Projects: Set-up Sales and Operations Planning. Forecast improvement. Cut working capital with flow of supply. Cut build-to-order lead-times. Improve Inventory Accuracy in months. Multi-Plant ERP Systems: on time/budget, NO down-time.

BS - Industrial Sys Engr

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Healthcare

HE8082691

Professional

Encore careerist eager to apply accumulated technical and business knowledge gained working for Fortune 500 company to the Healthcare industry. Experienced in systems analysis and design, project management, and systems support. Certifications include PMI Project Management Professional, Six Sigma Green Belt and Community Emergency Response Team.

BS Bus. Adm; ASEE

Healthcare

HE8082695

Occupational Safety & Health

Certified Safety Professional (CSP), with 25 years of experience developing and implementing occupational/environmental safety & health programs to protect employees and other assets of the organization. Programs include: Fire-Safety, Disaster Planning, Training, Audits, and Injury Follow-Up. Implemented \$1M Safe Patient Handling Program with projected ROI less than 3 years. Adjunct Instructor in University of Cincinnati's Open Learning Fire Service Program. Customer service oriented.

BS Fire and Industrial Safety Technology

Classification

Profile

Profile#

Healthcare

HE8082708

Senior Executive Leader

Senior Business Finance expert and healthcare professional with a concentration in transplantation, research, community awareness and restaurant and petroleum franchises. Passionate about quality, process improvement, new protocol implementation and reorganizations. A global thinker with a pure team and professional ideology. A creative problem solver and crisis management director. Great leadership and coaching skills and a proven public speaker, trainer/teacher. **B.S., C.P.T.C.**

Healthcare

HE8082710

Educational Specialist/Trainer

Educational Specialist/Trainer experienced in presentations, program development and middle management in private, state and federal sectors. Excellent organizational skills coupled with an innovative and energetic personality, demonstrated in the medical, mental health and public assistance arenas. Passionate about being a 'catalyst for change.' Demonstrates excellent communication skills, able to multi task and open to new employment experiences. Available to travel.

Bachelor of Science

Healthcare

HE8082763

Lean Six Sigma Quality Improvement Consultant

Versatile professional w/ healthcare experience. Diverse skills saved \$250K (1 task alone); managed complex medical processes. Cross- trained: several disciplines. Multi-tasker: managed people & streamlined processes/SOP's. Versatile in full analysis/service mgmt,scheduling, risk assessment, OSHA, FDA, ISO; optimized staffing training/utilization. Managed health care process improvement budgets/computer systems/costing issues. Technical Liaison, DOE trained: Certified Auditor. MS, BSME; MBA classes.

BSME, MS

Human Resources

HR8082611

HR Administrator

Results-oriented business and legal executive seeks corporate position in dynamic organization. Corporate generalist and litigation background, with experience in practical business, antitrust, commercial contracting, IP, and regulatory guidance. Multi-layered skills, with emphasis on risk assessment, problem solving, project management, research/analysis, written/oral communications, training and development. Professional, diplomatic, deadline-oriented, quick study, thorough, accurate.

B.A. English, Juris Doctor

Classification

Profile#

Profile

=====
Human Resources

HR8082635

Human Resources Manager

SPHR with over 15 years experience. A creative, highly motivated individual with strong employee relations, safety and communication skills. Expertise in employee relations, recruitment, hiring and retention. In-depth knowledge of benefits administration, workers compensation, training and orientation, ADA, FMLA, OSHA. Experienced in operations management. Team player, forward thinker, proactive, excellent problem solver and uses a hands-on approach.

B.S. Business Admin.

Human Resources

HR8082667

Learning & Development Consultant

Senior learning & HR professional focused on enhancing individual and organizational performance. Skilled in consulting with managers and subject matter experts to clarify needs and design appropriate responses. Resulting interventions may include training, performance support and/or other initiatives. Experienced with online learning design/delivery, working with global audiences. SPHR, certified facilitator for DDI and AchieveGlobal leadership modules, MBTI certified.

Ph.D.

Human Resources

HR8082676

HR Manager

Senior Pro in HR (SPHR). 10 plus years of progressive HR experience. Utilize active listening, probing, and cross functional communication skills to build rapport and understand complex issues that keep organizations from moving forward. Then implement solutions, strategic or tactical to achieve immediate and long-term positive results and achieve organizational objectives, which are then measured and translated into real dollar contributions. Studying for Six Sigma Black Belt.

BA-Psychology

Human Resources

HR8082757

Account Executive

Pro-Active relationship builder generating multi-million dollar accounts in museum fund raising, communication system sales, engineering projects, and financial services accounts. Excellent communication skills. Out-of-the box thinker cultivating win-win results. Team player. Cost effective planner and results driven marketing producer substantially increasing market share and lowering cost. Financial Services and Magazine Professional.

BA, MA Program

Classification

Profile

Profile#

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Human Resources

HR8082777

Senior Management Professional

Dynamic, self-driven, hands-on global contributor with exceptional, progressive career achievements in fast-paced, exacting business environments. Personable, articulate and persuasive; powerful presenter, skilled negotiator and relationship manager. Astute analyst, strategic thinker and creative problem solver with superb management talent to optimize employee skills and abilities, boost morale, and meet / exceed short and long-term goals.

BA

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Information Systems

IS8082609

Vice President, CIO, CTO, Director

Collaborative business partner who creatively uses technology to provide value-focused solutions that decrease cost or increase efficiency and effectiveness. Record of successfully planning and managing large programs and projects, leading cross-functional teams and mentoring technical staff. Skilled at analyzing complex problems and implementing cost-effective solutions. Excellent working knowledge of computer, network and telecom hardware and software and system management processes.

BS, Civil Engineering

Information Systems

IS8082621

Systems Analyst

Systems Analyst with experience in Computer-Aided Design, Geographic Information System technologies, and networking. Operating system knowledge includes Vista, XP, 2000, NT, and UNIX. Experienced in Oracle and Microsoft Office Access database design, development, and management. Strong working knowledge of SQL tools. Proficient in Microsoft Business Professional 2007. Hold Six Sigma Black Belt Certification. Excellent communication skills.

MS, BS, Geology

Information Systems

IS8082654

Software QA Test Analyst

Strong attention to details, excellent communication skills, and the ability to think like an end user when performing the testing task. A quick learner who works well alone or as part of a team. Looking for a challenge in an organization that recognizes those who perform well.

BS Business Administration

Classification

Profile#

Profile

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Information Systems

IS8082657

Software Development Manager

Performance driven Software Development Manager experienced in managing the work load, performance, and careers of a mixed of group software developers, DBAs, and business analysts, to meet business and project related requirements. Extensive experience with the Software Development Life Cycle in an environment which relied heavily upon the Software Engineering Institute's (SEI) Capability Maturity Model Integrated (CMMI) processes. Certified Project Manager.

MBA

Information Systems

IS8082669

Technical Recruiter

Extensive experience in consulting, small business ownership and management, project management, and marketing in industries such as IT, manufacturing, pharmaceuticals, banking and medicine. Trained in Greenbelt Quality and Winfree Sales systems.

Bachelors

Information Systems

IS8082688

Business Analyst

Implemented and supported package software including: ERP - Infor System/21 (JBA), Route Planning - ERSI ArcLogistics, Fleet Management - FleetMaint 2000, Shop Floor Control - E2, Business Intelligence - Infor Performance Analyzer (Comshare). Extensive experience covering all phases of systems development using the following languages: MS/SQL, Crystal Reports, Visual Basic, HTML mrc-Productivity Series, MS/Access, FOCUS, FORTRAN, and SAS. Microsoft Windows and Microsoft Office Professional.

MBA

Information Systems

IS8082689

Project Leader

Project leader for a version upgrade of ERP at a \$400MM company, Shop Floor Control system installation, Fleet Management system replacement, Customer pickup forecasting and a Route Planning system design. Installed and supported a Business Intelligence System. Coordinated all I/S activities for start up of two new business units. Designed and implemented a QC system for storing all lab data and insuring that customer requirements were met.

MBA

Classification

Profile

Profile#

Information Systems

IS8082690

Director

Director of IS responsible for all aspects of Information Technology (including ERP, HR/Payroll, Network and Infrastructure) at a privately held company. We successfully implemented a variety of projects including: Shop Floor Control, Fleet Maintenance, Route Planning and Business Intelligence on time and on budget. Project experience covering all phases of systems development using the following languages: MS/SQL, Crystal Reports, Visual Basic, HTML mrc-Productivity Series, MS/Access, Focus.

MBA

Information Systems

IS8082696

Pre-sales Technical Consultant

Technical sales professional with a consistently strong record in software sales. Highly proficient in presentations, RFP's, system site evaluations, license and contract negotiations. Seeking position as a pre-sales engineer for ERP, Time and Attendance, SCM applications. CompTIA A+ and Networking + certified. Microsoft certified professional (MCP). Keenly focused on positioning products as customer solutions. Proficient with Windows XP Professional, Windows 2003 server, Unix Applications.

BS

Information Systems

IS8082697

Applications Manager/ Business Analyst

Experienced in analyzing business needs and developing the right systems, training and implementation for success. Have worked with ERP, Supply Chain Management, Time and Attendance, HRMS and payroll. Have managed teams and worked as a direct contributor. Known for Making the Complex, Simple. Certified in A+, Networking+ and MCP. Experienced with Microsoft Office suite, and applications running in Windows 2003 server, UNIX and OS-390.

BS

Information Systems

IS8082701

UNIX SysAdmin

Veteran UNIX SysAdmin, experienced in production support on all major platforms (HP, IBM, Sun) in Enterprise Computing environments. Proven record of cost savings & cost avoidance. Excellent listener/communicator w/ technical & non-technical audiences. Adept at resolving conflicts, and building (and leading by building) consensus among groups.

BS -- Computer Science

Classification

Profile

Profile#

Information Systems

IS8082714

Director, VP, CTO, CIO

Results-driven IT professional with expertise envisioning and leading technology-based, multi-million dollar revenue and growth initiatives. Visionary with demonstrated experience in identifying disruptive technologies and building the enterprises response. Hands-on leader of cross-functional teams developing, implementing and product managing strategic customer-facing solutions. Outstanding analytical incident management and problem solving skills. Driver of IT regulatory compliance and IdM.

MBA

Information Systems

IS8082717

Computer Support Specialist

With 12 years consulting and technical support in Information Systems departments, I have a wealth of knowledge to draw from. I have experience with Win9x, NT/2000 and Linux, and workstations, servers and firewalls/routers as well as most Microsoft applications and many other software packages. I am people oriented and a good problem solver. I stick with a problem until it is solved or a solution is found.

B.A.

Information Systems

IS8082736

Technical Support Specialist

Experienced IT Professional who is passionate about helping people solve computer-related problems. Brings a calming supportive presence to stressful situations, while clearly explaining solutions in clear non-technical language. Uses his years of IT experience and skills to arrive at quick user-friendly solutions.

BA

Information Systems

IS8082738

IT Manager

Hands-on IT manager of computer departments for small organizations. Has a track record of reliability and success, having developed and directed the IT department of a 40-person healthcare business for 7 years. Strengths include expertise with all computer functions, clear communication with management, and cost-effective use of technology.

BA, MA

Information Systems

IS8082744

Programmer Analyst

Programmer analyst with four years experience in Cobol mainframe programming in life insurance systems. Has participated in all phases of development such as coding, testing, on-call maintenance. Skilled at Cobol, JCL, CICS, DB2, TSO, ISPF, File-Aid. Has technical capabilities well beyond this due to a much broader background in technology. Has demonstrated very high achievement in demanding fields. Has a high level of ability to acquire new skills, strong communicator, good team player.

M.S. in Physics

Classification

Profile

Profile#

Information Systems

IS8082789

Senior System Software Engineer

Strong development experience demonstrating SDLC success with expertise in real-time systems. Designed and implemented innovative server components achieving efficient and scalable performance: Built XPath infrastructure in Lexis Retrieval Engine; Search features; built row locking in Cincom PDM DBMS; Supra CM memory and IO. Individual contributor and developer in small collaborative teams; communication. Emphasizes design and technical reviews, working across technology layers. OOD. Assembler.

BSEE - Computer Science

Information Systems

IS8082790

Programmer/Analyst

Has done and very willing to do projects, maintenance and/or production support. Communicates with IT & non-IT people. Works well independently, as part of a team, or as team leader. CAPM. Professional experience in SDLC from requirements through post-implementation support, business applications, problem solving, COBOL, JCL, IMS, DB2 & Excel. Uses MS Word & Outlook. Classes included VB.Net, relational databases, HTML, JavaScript, XML, MS Project, Java, ASP, Crystal Reports.

B.S. Computer Sciences, M.B.A.

Information Systems

IS8082809

IT Director/Manager

Pro-active, collaborative business partner who creatively leverages technology to decrease cost or increase efficiency and effectiveness. Demonstrated success planning and managing programs and projects, leading cross-functional teams and mentoring technical staff. Strong ability to analyze complex problems and implement cost-effective solutions. Excellent knowledge of computer, network and telecommunications hardware and software, and system management processes.

BS, Civil Engineering

Legal

LE8082613

Corporate Attorney

Results-oriented business and legal executive seeks corporate position in dynamic organization. Corporate generalist and litigation background, with experience in practical business, antitrust, commercial contracting, IP, and regulatory guidance. Multi-layered skills, with emphasis on risk assessment, problem solving, project management, research/analysis, written/oral communications, training and development. Professional, diplomatic, deadline-oriented, quick study, thorough, accurate.

B.A. English, Juris Doctor

Classification

Profile

Profile#

Legal

LE8082631

In House Counsel

Experienced business lawyer seeking in-house position to assist with corporate needs such as contract review, negotiation and litigation management. Practical solutions to day to day business issues with vendors, customers, and employees. Advanced business/ law degree (LLM) for dealing with complex issues. Successful negotiations using alternative dispute resolution to resolve business disputes. Contact email: rburke9@cinci.rr.com

JD

Legal

LE8082660

Sr. Manager/Director Training/Corporate Education Manager

Champion developing and inspiring employee development initiatives. Proven leader in designing and delivering revenue-enhancing training solutions. Combined 12+ years' supervisory and training management experience. Proven success in developing others, coaching, facilitation, Needs Assessment, and budget management. High energy, a passion for improving the performance of others, and a willingness to assist others in achieving goals.

Masters Education

Manufacturing Operations

MO8082627

Production Supervisor/Department Leader

Result-oriented Engineer with 20 years of diversified manufacturing experience in engineering and management positions. Background includes metal fabrication, folding carton, injection molding, assembly and electrical assembly. Excellent communication, organizational, and analytical skills. Able to achieve company goals while maintaining excellent relationships with associates of all levels. Areas of expertise include Project Management, Quality Assurance, Production Management, PrD.

BS Engineering Technology

Manufacturing Operations

MO8082628

Plant /Operation Manager

Result-oriented Engineer with 20 years of diversified manufacturing experience in engineering and management positions. Background includes metal fabrication, folding carton, injection molding, assembly and electrical assembly. Excellent communication, organizational, and analytical skills. Able to achieve company goals while maintaining excellent relationships with associates of all levels. Areas of expertise include Project Management, Quality Assurance, Production Management, PrD.

BS Engineering Technology

Classification

Profile

Profile#

Manufacturing Operations

MO8082636

Operations Manager

Over ten years experience in transportation logistics, warehousing, and also LTL. I pride myself in getting the job done right the first time. A detail-orientated person who has the drive and determination to complete any task given. A problem-solver who thinks quick on his feet. Customer-driven.

Business Management

Manufacturing Operations

MO8082638

Operations Manager

Manufacturing Professional with an extensive skill set. Quality System Development/Implementation, Managed-Multiple internal and external sub contracted projects to meet customer deadlines. Develop shipping/logistics systems. Utilized UPS World Ship and Fedex Ship Manager to fulfill customer orders ~100 packages daily. Integrate shipping data for Inventory and Billing activities through Quickbooks Enterprise Version. Can provide guidance and leadership for small to mid sized companies.

BS Business Administration

Manufacturing Operations

MO8082640

Chief of Operations

Pioneering Operations Chief with 18 years experience implementing multinational team projects in aerospace and homeland defense. Led transition of business from private sector to publicly traded company with market cap of 240M. Created subsidiary business - from concept to fully operational in three months. Member of three US Standards Committees. Prior experience working with DOE, FDA, USAF, NNSA, and DHS.

BA

Manufacturing Operations

MO8082646

Facilities and Maintenance Manager

An experienced and accomplished maintenance and facility manager and specialist. Process engineering, plant and facility update and efficiency improvement. Multiple industries, excellent coordinator. Cost improvement specialist.

MS

Manufacturing Operations

MO8082652

Plant Manager/Director of Operations

Business leader and Engineer with 20 years of technical, financial, organizational development and administrative experience in the chemicals/plastics and consumer products industries. Led a variety of enterprises from 40 to 500+ associates in both union and non-union environments. Progressive complex problem solver with demonstrated skills in cost reductions, developing people, leading teams and turning around underperforming businesses through lean methodologies.

BS Chem Engr

Classification

Profile#

Profile

Manufacturing Operations

MO8082677

Commodity Manager

A dynamic and persuasive professional with twenty years in the Supply Chain field. Demonstrated leadership with experience leading World Wide Business Teams. Excellent negotiator, experience with Business Strategies, contract manufacturing, contract development and negotiations, sourcing, supplier management. Global supply base knowledge on multiple Commodities. Analytical and broad business oriented mind set with excellent interpersonal skills developed with operational and supply chain.

MBA

Manufacturing Operations

MO8082680

Operations and Supply Chain

A dynamic professional with diverse experience in operations management, supply chain optimization, and process improvement. The skills and experience package I offer includes: salaried personnel management, union personnel supervision, health and safety program management, product quality management, capacity and demand planning, and process improvement. A key strength is the ability to forge relationships across organizations. With this, I have repeatedly aligned personnel to common goals.

BS and MBA

Manufacturing Operations

MO8082712

Upper Manager

Proven management track record. Able to achieve company goals while maintaining excellent relationships with associates of all levels. Vast and diverse work experiences in manufacturing and distribution include management and engineering. Instrumental in saving millions of dollars in process improvements. A skilled problem solver and bottom line contributor. As a General Manager, led over 450 hourly and 27 salaried leaders with a budget approaching \$25 million. Six sigma certified.

BS in Administration & Management, Mathematics, and Economics

Manufacturing Operations

MO8082715

Director

Manufacturing Operations and Project Director with progressive experience in Personal Care manufacturing, Vinyl Extrusion and Blending operations. Implemented Lean Manufacturing multi-year transformation plant-wide, resulting in significant improvements in operating metrics and exceptional financial results. Extensive Project Management experience involving \$22 Million in Building Construction and Plant Relocations and fast track New Product Implementations totaling \$35 Million in sales.

BS Biological Sciences

Classification

Profile#

Profile

Manufacturing Operations

MO8082719

Master Planner/Planning Manager

Self-motivated professional with broad experience in supply chain management, manufacturing, engineering, and business process improvement. Demonstrated expertise in process and operations optimization, customer service, cost reduction, production scheduling and project & inventory management. Excellent communication and interpersonal skills. Strong leadership, organizational, problem-solving and decision-making abilities. Proficient in S&OP, MRP, DRP, AS400, BPCS, SAP and PICASO.

BS Chemical Engineering

Manufacturing Operations

MO8082726

Purchasing

Purchasing professional with experience in small companies. ISO 9001:2000 A detail-oriented, practical problem solver with a reputation for investing energy and interpersonal skills to see a project through to its conclusion. Great success in Cost Savings initiatives, Sourcing new parts for existing products and new product launches, Domestic and International, Solving Lead time problems, Logistic planning. Good Team player. Offering over 30 years of purchasing and management experience.

BBA

Manufacturing Operations

MO8082731

Strategic Sourcing Director/VP

A results-driven strategic sourcing leader with a proven track record in progressively challenging roles (C.P.M. certified). I have generated over \$200MM in sourcing and process savings. I have excellent negotiation skills, as well as experience implementing and running e-procurement (auctions, RFx) initiatives. Other strengths include project management, benefits delivery, IT, finance, and team development. I'm also 6-sigma trained. Work experience is primarily with Fortune 500's.

BS

Manufacturing Operations

MO8082750

Manufacturing Project Coordinator

Manufacturing project coordinator with significant experience leading complex projects with focus on customer satisfaction. Communicates customer needs to project members, leading to positive outcomes related to cost, quality and application. Effective trainer. Communicates effectively with others, translating technical information into understandable terms. Hands-on participation in Kaizan and Six Sigma.

Associate

Classification

Profile

Profile#

Manufacturing Operations

Senior Management Professional

MO8082776

Dynamic, self-driven, hands-on global contributor with exceptional, progressive career achievements in fast-paced, exacting business environments. Personable, articulate and persuasive; powerful presenter, skilled negotiator and relationship manager. Astute analyst, strategic thinker and creative problem solver with superb management talent to optimize employee skills and abilities, boost morale, and meet / exceed short and long-term goals.

BA

Manufacturing Operations

Operations/Plant Manager

MO8082796

Operations Manager focused on being a business leader and optimizing overhead expenditures ROI. Business expertise in: distribution, warehousing, logistics/transportation services, inventory control, P&L Responsibility, supply chain management, facilities management, purchasing, budgeting, and variance analysis. Possess strong personal/team development skills, problem-solving skills, and the ability to identify and implement efficiencies to streamline operations and increase profits.

BS

Manufacturing Operations

Mgr. Purchasing/Supply Chain

MO8082807

Business professional with exposure in Fortune 100 organizations, domestic & international, including a company start-up. Expertise in SCM of production & procurement of capital equipment & MRO supplies. Excellent interpersonal skills utilized in managing both technical & non-technical personnel. Excellent negotiator of contracts that improved profit picture. Strengths in planning & solving complex problems. Skilled at pulling together a myriad of disciplines to achieve a common goal.

B.S. Chem Engr.

Marketing/ Public Relations

Non-profit or Business Public Relations

MP8082600

Experienced communicator looking for public information or public relations position. Outstanding interviewing and writing skills. Experience posting stories, pictures, and video on website.

BS-Communications

Classification

Profile

Profile#

Marketing/ Public Relations

MP8082624

Marketing Executive

Marketing Executive with general management experience, standout success in revitalizing businesses, repositioning brands for growth and profitability. Significant P&L responsibility spanning Consumer Products, B2B and retail. Leader expert in crafting and communicating compelling Vision, motivating teams to high levels of performance. Strategist adept at leveraging insightful analysis into novel approaches to Build Corporate Value. Contact: Rick Noland, lnoland@fuse.net, 513-300-6090

MBA

Marketing/ Public Relations

MP8082634

Sales & Marketing Communications

Talented and accomplished professional with over 15 years of experience, in both the CPG and Building Products Industries. Have collaborated with Senior Executives, Brand Marketing Teams and Sales Leaders to ensure communications were aligned with corporate objectives to drive execution in the field. Have managed successful product launches, training initiatives and National Sales Meetings, as well as staff supervision.

B.S. Consumer Relations

Marketing/ Public Relations

MP8082661

Product Management

Product Manager/Technical Marketing Professional: Experienced problem solver in new product development, R&D and project management. My strengths include developing new product opportunities through a detailed understanding of the key customers, markets, industry trends and competitive strategies, along with knowledge of the technical and financial aspects. I am a creative, innovative, self-motivated team player, consistently advanced to positions of increasing responsibility and complexity.

BS

Marketing/ Public Relations

MP8082664

Media Relations

Professional journalist with more than 25 years' experience as an writer, editor, page designer, photographer and Web coordinator. Understand what makes a good story and how to pitch it to various media outlets. Skilled in planning, prioritization, collaboration, coordination and production of written and online communications with broad and targeted audiences. Successful working independently or as part of a team. Computer skills: Word (certified), Excel, PowerPoint, Publisher and PhotoShop.

Bachelor

Classification

Profile

Profile#

Marketing/ Public Relations

MP8082668

Sales & Marketing Communications

Business leader with a consistent history of delivering results through team development and training. Known for innovative solutions, building profitable relationships, and producing memorable presentations. Proven skills in leading cross-functional teams and conducting effective training programs. Proficient in Word, Excel, Outlook, PowerPoint and Publisher. View LinkedIn Recommendations <http://www.linkedin.com/in/sharoncivitello>

BA Psychology

Marketing/ Public Relations

MP8082678

Event Coordinator

Significant professional experience in the profit and non-profit sectors including community relations, event coordination and sales representation. Legacy of organization, energy, collaboration, flexibility and strong verbal, written and interpersonal skills in all projects endeavored.

BA

Marketing/ Public Relations

MP8082679

Marketing/Public Relations

Innovative sales/marketing professional with over 18 years experience in community relations. Individual and small business account sales, plus event planning/coordination within profit and non-profit sectors. Enjoy meeting a wide range of people. Possess strong interpersonal, verbal and written ability. Bring energy to collaborative projects and also work well independently with organization, flexibility and creative thinking ability. B.A. Utilize MS Word and Excel.

BA

Marketing/ Public Relations

MP8082681

Marketing

Recent college graduate seeks a challenging entry level marketing position.

MBA

Marketing/ Public Relations

MP8082684

Marketing Manager

A results-oriented senior marketing and sales executive with diversified industry experience and a record of delivering strong sales and profit results. Leadership skills have been demonstrated in turnaround situations, strengthening established businesses, and entrepreneurial business environments. Highly skilled in strategic planning, product development, productivity improvement, cost reduction, and team building.

MBA

Classification

Profile

Profile#

Marketing/ Public Relations

Senior Marketing Executive

MP8082686

A results-oriented senior marketing and sales executive with diversified industry experience and a record of delivering strong sales and profit results. Leadership skills have been demonstrated in turnaround situations, strengthening established businesses, and entrepreneurial business environments. Highly skilled in strategic planning, product development, productivity improvement, cost reduction, and team building.

MBA

Marketing/ Public Relations

Sales Consultant/Administrator

MP8082707

My goal is to promote the identity of an organization simply and elegantly. I enjoy showing my warmth, generosity, spontaneity, presence, and being able to enlighten and earn the trust of others. I want to share the professional skills I have learned within an environment that demands accountability for my performance and offers challenges for my abilities. My qualifications include 8 years as a university program coordinator and 4 years as a sales consultant.

Marketing/ Public Relations

Marketing Research Director/Senior Marketing Analyst

MP8082728

Over 20 years of experience in developing and managing hundreds of comprehensive marketing research studies for Fortune 500 corporations. Have an extremely strong national reputation in every area of marketing research. Strong background in multivariate statistics, research design, questionnaire development, and all areas of marketing research. Have often worked with the most senior of executives to develop highly pivotal strategic corporate plans.

PhD

Marketing/ Public Relations

Corporate Communications Senior Manager

MP8082734

Top performing Corporate Communications professional with years of experience in communicating corporate messages to employees, public groups and other stakeholders. Extensive experience in partnering with senior executives and cross-functional teams implementing tactical and creative communications designed to inform, engage, motivate and inspire. Detailed experience includes staff supervision, budget management, training and development and project leadership.

Communications

Classification

Profile

Profile#

Marketing/ Public Relations

Marketing Administrator

MP8082753

A motivated and energetic sales and marketing professional recently relocated to the Cincinnati area. Previously employed with a Fortune 500 company, experience includes strategic planning skills, marketing plan implementation, training and development, problem solving. Professional presentation skills range from one on one to large groups to executive level. Efforts include pioneering new market resulting in additional revenue stream. Excellent references can be provided.

BBA

Marketing/ Public Relations

Account Executive

MP8082754

Pro-Active relationship builder generating multi-million dollar accounts in museum fund raising, communication system sales, engineering projects, and financial services accounts. Excellent communication skills. Out-of-the box thinker cultivating win-win results. Team player. Cost effective planner and results driven marketing producer substantially increasing market share and lowering cost. Financial Services and Magazine Professional.

BA, MA Program

Marketing/ Public Relations

Chief Communications Officer

MP8082761

Manage communications opportunities and risks internally & externally; align communications strategy to business goals and drives focused (and integrated) communications to a wide-range of stakeholders including: employees, shareholders, media, business influentials, community, public, etc. Designs campaigns for specific programs or events. Develops Crisis Management plans to effectively communicate with the media, customers and employees in time of disaster.

Business Admin

Marketing/ Public Relations

Direct marketing/ marketing strategy/ sales integration

MP8082762

Results-driven leader, expert in developing b-t-c and b-t-b marketing strategies that drive innovation and best-in-class sales. Skilled at creating and executing acquisition and retention marketing, based on customer insights, competitive and data analysis and Sales input, including direct, mass, web, sales support and new channels of distribution. Leader, skilled in collaboration, managing teams, and optimizing agencies/vendors. Focused to deliver ROI and key business objectives.

BS-Marketing

Classification

Profile

Profile#

Marketing/ Public Relations

MP8082771

Marketing & Sales Innovator

This energetic proven marketing, sales and CRM solutions leader creatively drives results for pro-active employers that require new revenues, strategies and tactics that consistently deliver and enhance team performance and build corporate value. Solid history of million \$ sales and marketing success across industrial, B2B product and service markets within corporate, regional, direct, distribution and dealership structures.

BA Marketing

Marketing/ Public Relations

MP8082780

Senior level, Public Relations

Energetic, creative, results-oriented professional with award-winning experience. Highly successful in planning, developing and executing complex public relations campaigns. Effective leadership skills to develop people while building cooperative team environment to attain or exceed company goals. Diverse expertise includes public relations, marketing communications and advertising.

BA, English, MA, Journalism

Marketing/ Public Relations

MP8082785

Public Relations/Organization Management

Proven leader in organization management with years of experience in planning and executing membership drives, business fairs, annual meetings, seminars, golf outings and a community leadership program. Also skilled in media relations, budget writing, volunteer management, customer service, member retention and newsletter production. Excellent writing skills.

BS Journalism

Professional

PR8082602

Production Artist/Graphic Artist

A resourceful, well-organized visual designer with 20+ years of utilizing artistic skill. Recognized for academic excellence at Cincinnati State College; commercial print processes and graphics. Possesses industry pre-press expertise. Skills include: Microsoft Office Suite, QuarkXpress, Photoshop, Illustrator, InDesign, Proficient in both Mac and PC platforms. Bachelor of Fine Arts, Master of Arts, Teaching Certification, Advertising Design Certification.

Master of Arts

Classification

Profile

Profile#

Professional

PR8082606

Artist / Account Executive - Advertising

Proven experience in developing, sketching and presenting creative ideas for a variety of mediums. Possesses formal training; fine arts, computer graphics and commercial print processes. Enjoys a diverse set of responsibilities from project management to researching and sharing information with co-workers and/or groups. Bachelor of Fine Arts, Master of Arts, Teaching Certification, Advertising Design Certification.

LinkedIn address: tk.pudding@gmail.com

Master of Arts

Professional

PR8082608

Senior Advocate/Coordinator

Independent, self-directed professional. Remarkably organized project manager. Direct concise communicator both verbally/written. Proficient in the composition of narrative reports. Effective trainer/team manager. The ability to communicate constructively with positive reinforcement and patience. Natural ability to quickly implement resolution to conflict. Solution-driven, company-invested employee able to see the big picture. Lead by example. Affinity with the aging community.

BA Business

Professional

PR8082610

Non-Profit Administration

Creative, results-oriented professional seeks transition from private practice to non-profit organization. Diverse business and legal background includes experience in contract negotiation/administration, corporate governance, and regulatory guidance. Effective project management, communication, training and development skills. Grant writing, fundraising, sponsorship, advertising/promotions/events planning experience. Energetic, professional, polished, diplomatic, detail- and deadline-oriented.

B.A. English, Juris Doctor

Professional

PR8082612

Management Professional

Results-oriented business and legal executive seeks corporate position in dynamic organization. Corporate generalist and litigation background, with experience in practical business, antitrust, commercial contracting, IP, and regulatory guidance. Multi-layered skills, with emphasis on risk assessment, problem solving, project management, research/analysis, written/oral communications, training and development. Professional, diplomatic, deadline-oriented, quick study, thorough, accurate.

B.A. English, Juris Doctor

Classification

Profile#

Profile

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Professional

PR8082620

Technical Writer

Technical Writer who can provide quality editing, proofreading, grammar checking, citation formatting, research, database development, and graphic design. Can take a written project from planning to completion. Experienced in RFP response and proposal writing. Strong working background in engineering and CAD. MS and BS degrees in the physical sciences.

MS, BS, Geology

Professional

PR8082645

Facilities and Maintenance Manager

An experienced and accomplished maintenance and facility manager and specialist. Process engineering, plant and facility update and efficiency improvement. Multiple industries, excellent coordinator. Cost improvement specialist.

MS

Professional

PR8082649

Business and Operations Management

Business leader and Engineer with 20 years of technical, financial, organizational development and administrative experience in chemicals/plastics and consumer products industries. Proven abilities to develop and execute solid strategies with the interpersonal skills to maximize individual and team performance to meet company objectives. Led a variety of enterprises from 40 to 500+ associates in both union and non-union environments. Excellent consensus building and negotiation skills.

BS Chem Engr

Professional

PR8082651

Plant Manager/Director of Operations

Business leader and Engineer with 20 years of technical, financial, organizational development and administrative experience in the chemicals/plastics and consumer products industries. Led a variety of enterprises from 40 to 500+ associates in both union and non-union environments. Progressive complex problem solver with demonstrated skills in cost reductions, developing people, leading teams and turning around underperforming businesses through lean methodologies.

BS Chem Engr

Professional

PR8082653

Demographic Specialist

Strategic analytical thinker in developing business solutions for key business drivers and initiatives utilizing demographics and industry statistics within the Geographic Information System (GIS) environment. Known for being a consensus builder and go to person. Specific areas of experience include retail site selection, strategic market analysis, acquisitions, market share and penetration, demographic and customer profiles, business development and minority studies.

BS

Classification

Profile

Profile#

Professional

PR8082663

Editor/Coordinator

Communications professional with 27+ years' experience as an editor, coordinator and designer of text, photos, graphics and other page elements for print and online media. Coordinate personnel and materials to meet strict deadlines while ensuring clarity, accuracy and attractive presentation. Top-notch skills in time/behavior management, problem-solving and process improvement. Adapt quickly to changing circumstances and priorities. Computer skills: Word, Excel, PowerPoint, Publisher, Photoshop.

Bachelor

Professional

PR8082670

Contract Specialist/Project Administration

Contract Specialist-Government & Commercial-Cradle to Grave Administration of services, materials, and personnel subcontracts; Purchasing Agent; Financial Management of Projects/Contracts; Tracked budgets & costs; Vendor Invoice Approval; Client Invoice Preparation; Proposal Preparation; Project Estimates at Completion/Profit/Loss; AR & Collections; Deltek CostPoint-Purchasing, Projects, Accounting Modules; ORACLE E-Business Suite-Projects, Accounting, I-Expense Modules; Microsoft Office.

Bachelors/Business Administration

Professional

PR8082694

Safety & Health

Certified Safety Professional (CSP), with 25 years of experience developing and implementing occupational/environmental safety & health programs to protect employees and other assets of the organization. Programs include Disaster Planning, Fire-Safety, Audits, Training, and Injury Follow-up. Received national recognition for waste minimization and pollution prevention efforts for 5 consecutive years. Adjunct Instructor in University of Cincinnati's Fire Service Program. Customer service oriented.

BS Fire and Industrial Safety Technology

Professional

PR8082699

Senior Quality Professional

Senior Quality Engineering Professional with a MS Degree majoring in QA. Experience in ISO 9000, Quality Systems, Statistical Process Control, Lean Manufacturing, and APQP having international experience in manufacturing, quality management and quality systems. Skilled problem solver with expertise in production, supplier relations, customer interface and management in industries as diverse as electronics, electronic assembly, injection molding, cable assembly and sheet metal fabrication.

Master of Science

Classification

Profile

Profile#

Professional

PR8082718

Supply Chain Management/Master Production Planner

Self-motivated professional with extensive supply chain management, manufacturing, engineering, and business experience. Expertise in S&OP and inventory management processes. Focused on delivering process and system changes to optimize production scheduling, reduce inventory and increase customer service. Excellent communication and interpersonal skills. Strong leadership, organizational, problem-solving and decision-making abilities. Proficient in MRP/DRP, AS400, BPCS, SAP, and PICASO.

BS Chemical Engineering

Professional

PR8082721

Project Manager

Train/Teach/Present technical concepts to non-technical types; Write/Create reports, documents, flow charts, software; Research data related to business software; Utilize computers to coordinate details, tasks, processes. "Consistently delivers dedication and experienced leadership to her projects" - Steve Platt; "Very thorough in her approach and was able to quickly grasp new and unfamiliar concepts" - Leo McCallen; "adeptly managed a gigantic project plan" -Mike Vanderwoude

BA, Economics

Professional

PR8082739

Librarian

Highly adaptable, results-oriented professional, accomplished with 11 years of experience. Proven skills in program planning, implementation and evaluation as well as reference, customer service and collection development. Customer-oriented with a high attention to detail. Passionate about children's and adult literacy. Excellent written and oral communication skills. Semi-fluent in German language skills.

BA, MLIS

Professional

PR8082746

Freelance Graphic Designer

Conceptualized complete advertising campaigns for variety of clients. Proven results in a diverse range of successful projects, produced advertising campaigns, brand management, brochures, corporate identity, logo designs outdoor signage, product innovations, point of sale materials and packaging. Clients: American Marketing Association, Campbell Hausfeld, Elmtree Advertising, Paradigm Communications Group, RPI (Ethicon Endo-Surgery, P&G), University of Cincinnati.

BFA

Classification

Profile

Profile#

Professional

PR8082747

Brand Management Designer

Led departmental and conceptual development for a variety of business and consumer advertising. Oversaw all creative execution, including brand identity and management, product innovations, corporate design guidelines, collateral materials, advertising, signage, and point of sale displays. Coordinated with agency, design firms and specialty vendors to produce variety of marketing materials including brochures, coupons, fact sheets, presentations and trade show displays.

BFA

Professional

PR8082748

Graphic Design Instructor

Develop curriculum for computer graphics, independent study courses, and core design skills. Taught classes in Macintosh and Pc entry level to advanced Course Software Creative Suite, (Adobe Indesign, Adobe Illustrator, and Adobe Photoshop). Taught at Art Institute of Ohio-Cincinnati, University of Cincinnati, Raymond Walters College, and Cincinnati State Technical and Community College. Coursework includes Macromedia Director, Quarkxpress, Freehand, Adobe PageMaker.

BFA

Professional

PR8082749

Art Director

Highly skilled computer graphic design professional with over twenty-three years of experience with two Fortune 500 companies. Performed in corporate environment developing identity programs, communications and marketing support. Core skills include design, packaging, management, independent thinking, multi-tasking and teaching. Produced business and consumer advertising including ads, brochures, internal communications, point of sale materials, presentations, signage and trade show displays.

Bachelor of Fine Arts in Graphic Design

Professional

PR8082755

Management Sales Account Executive

Account executive with avant garde background developing new B2B sales and services for communications, engineering, publishing and financial services firms. Cost-effective results-oriented relationship builder. Team player. Widely traveled. Insurance and securities representative for 10 years. Photo Manager for 10 years.

BFA , MFA Program

Classification

Profile

Profile#

Professional

PR8082759

Leader of Change

Repeated successes in new ventures; creating/reinventing organizations, programs or approaches to conducting business. Focus on whats Possible & leading change. Driven to help others get what they want; understanding customer needs and implementing ways to satisfy them. Effective communicator, connector, collaborator and educator who has fostered success in helping individuals and organizations improve! Track record of cross-industry & global experience.

Business Admin

Professional

PR8082760

Chief Data Officer

Data Governance: success in defining roles & responsibilities including C-Suite; Data Assessment & Benchmarking; Strong leadership, communications and organization skills. Effective team builder & collaborator. Organizing for data, design of data programs, process management, and project management. Innovative. Transformational coach. Global experience and reputation. Increased revenues, reduced costs, improved competitive position, increased customer satisfaction.

Business Admin

Professional

PR8082766

Professional Liaison (Engineering/Product); SIX SIGMA

Versatile pro w/ experience: commercial, industrial & govt. Diverse skills saved \$250K (1 task alone); managed complex products/trade shows. Cross- trained: several disciplines. Multi-tasker: managed people & projects/facilities/development/sales. Versatile in full analysis, service mgmt, OSHA,GMP,ISO;CEO satisfaction/optimized staffing training/utilization. Managed budgets/computers/costing/scheduling/equip. issues. Technical Liaison, DOE trained: Certified Auditor. MS, BSME; MBA classes

MS, BSME

Professional

PR8082767

Business Eduator

A passionate educator of business courses, business plan development, new venture creation and entrepreneurship. Excellent at curriculum development to meet specific student outcomes. Excellent at mentoring students toward successful completion of courses. Experienced at developing creative courses that meet specific needs of the audience. Excellent at public speaking for groups such as state associations and local business groups. Experienced at small business consulting.

BBA, MS plus

Classification

Profile#

Profile

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Professional

PR8082768

Business Educator

A passionate educator of business courses, business plan development, new venture creation and entrepreneurship. Excellent at curriculum development to meet specific student outcomes. Excellent at mentoring students toward successful completion of courses. Experienced at developing creative courses that meet specific needs of the audience. Excellent at public speaking for groups such as state associations and local business groups. Experienced at small business consulting.

BBA, MS plus

Professional

PR8082769

Community Association Management

A real estate professional with over 20 years in real estate valuation, feasibility analysis, financial analysis, facility management, commercial property management, and community association management. Excellent at budgeting, budget variance analysis and application to operational corrections, and teaching real estate courses. Have managed a real estate valuation division of 45 individuals with a budget of \$4 million. Strong project management skills for facilities improvements.

BBA, MS Real Estate

Professional

PR8082773

Sales Management

Experienced Sales Manager. High-energy sales leader focused on teamwork, results, client retention and improved profit margins. Positive motivator with focus on individual development. Unwavering commitment to integrity and personal accountability, using hands-on leadership style. If you have a great product and an honest approach to business and need help driving incremental sales, I can help. I can improve attitudes and communications and increase collaboration. Results focused !!!

BS

Professional

PR8082774

Administrative Assistant

Over 30 years providing administrative and clerical support and customer service. Outstanding grammar, communication and organizational skills. Independent, self-motivated and experienced at multi-tasking, meeting deadlines and handling confidential information. Background includes insurance, legal, accounting and retail. Loyal, committed and dependable.

Classification

Profile#

Profile

Professional

PR8082775

Senior Management Professional

Dynamic, self-driven, hands-on global contributor with exceptional, progressive career achievements in fast-paced, exacting business environments. Personable, articulate and persuasive; powerful presenter, skilled negotiator and relationship manager. Astute analyst, strategic thinker and creative problem solver with superb management talent to optimize employee skills and abilities, boost morale, and meet / exceed short and long-term goals.

BA

Professional

PR8082783

Non-Profit Administrator

Professional manager with 19 years non-profit experience. Recognized as a strong team leader with a focus on people and improvement. Excellent administrative, organizational and communication skills. Extensive background in developing programs and tracking/reporting systems. Strong background in problem solving, grant/contact administration, supervision, budgeting, database management, EXCEL and WORD. Looking for a leadership position in education, healthcare, government or other service area.

BA Planning and Development

Professional

PR8082786

Project Manager

Project Manager with over 15 years project management experience relocating and renovating businesses across town or across the country from small businesses to large corporate offices. Proven track record of delivering projects on-time and within budget. Management of interior construction, furniture fixtures and equipment acquisition, coordinating IT infrastructure installation and managing physical move. Success measured by client satisfaction.

BA Business

Professional

PR8082791

Fleet Analyst

Fleet Analyst/ Administrator with experience in developing & correlating fleet data to assess ownership/ maintenance costs. Monitor fleet performance metrics & maintain database to identify trends, develop replacement strategy and maximize service from mixed fleets of equipment and vehicles. No benefits required. Knowledgeable of public & private fleet management issues. Focused on improving fleet cost controls and optimizing fleet asset utilization.

BS Math & Psychology

Classification

Profile#

Profile

Professional

PR8082795

Graphic Artist

Graphic Artist seeking entry to mid level creative employment. Full-time, part-time, or freelance. A graphic design professional experienced in large and small format print, advertising, web design and more. Extensive Mac experience. Proficient in the use of Illustrator, Photoshop, QuarkXpress, InDesign, Dreamweaver, Flash and HTML.

BA

Professional

PR8082795

Operations/General Manager

Operations Manager focused on being a business leader and optimizing overhead expenditures ROI. Business expertise in: distribution, warehousing, logistics/transportation services, inventory control, P&L Responsibility, supply chain management, facilities management, purchasing, budgeting, and variance analysis. Possess strong personal/team development skills, problem-solving skills, and the ability to identify and implement efficiencies to streamline operations and increase profits.

BS

Professional

PR8082799

Chief Supply Chain Officer

Chief Supply Chain Officer will deliver agile flow for manufacturing & distribution; consumer goods, electronics, capital goods. Proven track record of: dependable forecasts, perfect customer orders, robust supply chain, and accurate inventory. Quick Time-To-Market with: simultaneous engineering, PLM. Top performing ERP systems: New implementation or fix current problems. Sales and Operations Planning: Tie forecasts to cash flow models. Business Intelligence for supply chain visibility.

BS - Industrial Sys Engr

Professional

PR8082802

Project Manager

Project Manager with 14 years of experience in managing projects and a staff of 1-7 people. Consistently stayed within budget and met project deadlines. I am a fast thinker with a solution driven approach to problem solving.

BS-Business Administration/ Marketing

Professional

PR8082803

Meetings/Events Manager

Proven Business and Events Manager with 14 years of experience in managing multiple budgets and staff while consistently coming in under budget and on time. Skilled in negotiating, organizing and fund raising as well as comprehensive event planning in the fields of business and education.

BS-Business Administration/ Marketing

Classification

Profile#

Profile

Professional

PR8082805

Technical Business Development

Technical Business Development including Six Sigma Black Belt Business Re-engineering, Distribution, Administrative Management, and Specialized Application Systems. These involved UNIX, Microsoft, IBM and other major operating venues which were high-end offerings involving complex business/sales development cycles. Functional experience includes managing the business development process from origination through qualification, close and deployment by collaborating with CXX, partners and staff.

BS, MBA & Black Belt

Professional

PR8082806

Administrative Assistant

Consistently exceeding expectations with 15+ years experience in executive administrative and sales support. Multi-layered skills with emphasis on: written/oral communication, scheduling, handling confidential info, database maintenance/reporting, accounts receivable/payable, expenses, ordering, training and supervision. Professional, diplomatic, deadline oriented, eager learner, thorough, accurate. Special projects a plus. Proficient in Microsoft Word, Excel, Access.

Associate

Professional

PR8082811

General Management

Results-oriented management career with a strong track record of achievement. Exhibited ability to successfully recruit, train, and develop effective associates. Recognized for the ability to identify areas for improvement, and implement strategic and tactical plans to insure organizational effectiveness and profitability. A natural communicator, both oral and written, with strong analytical and motivational skills. A proactive and enthusiastic leader ready to produce results!

BBA

Professional

PR8082813

Account Rep,Field Rep,R/W Negotiator

Enjoyed a very successful career with the Cincinnati Gas and Electric Co. (Cinergy now Duke), for over 20 years. Rights of Way acquisitions are of particular interest to me, or any field rep type position. Enjoy and excel in face to face contact with the customer. I am also open to a new field success.

BA

Classification

Profile

Profile#

Sales

SA8082604

Technical Sales

Successful sales professional with a unique blend of a technical education and a passion for customer service resulting in high rates of customer retention and increased sales. Insightful understanding of regulations and a practical approach to market conditions provide customers with significant opportunities and cost effective solutions. Management experience and mentoring skills add value to any organization while project management experience adds versatility.

BS

Sales

SA8082605

Sales Representative / Customer Service

A proven motivator/salesperson with experience in multiple community leadership roles. Recognized as an effective communicator and self-directed achiever. Enjoys researching and sharing learned knowledge with others. Possesses a broad understanding of commercial printing processes and capabilities. Skills and coursework in: Microsoft Office Suite, QuarkXpress, Photoshop, Illustrator, InDesign; proficient in both Mac and PC Print Processes: Lithography, Flexography, Screen.

Master of Arts

Sales

SA8082607

National Account Manager

Highly accomplished, results-oriented professional with a strong record of achievement. Recognized for ability to develop and implement sales, marketing, and operations plans that produce results. Leader of sales and operations consistently delivering sustainable, profitable business through People, Process, and Problem Solving. Perform prospecting and sales efforts to penetrate a new territory and build strong relationships with clients.

Bachelor of Science & Marketing

Sales

SA8082616

Industrial Sales

A performance oriented sales manager with excellent planning and organizational skills. Skilled trainer and team builder with a diversified sales background, while effectively communicating sales objectives and exceeding them. Proven ability to develop positive customer relations by conceiving innovative ideas and approaches to solving problems while establishing the highest standards of performance and productivity.

Classification

Profile

Profile#

Sales

SA8082617

Sales Operations

Experienced Sales Operations Manager skilled in managing the internal functions that support the sales organization. Have successfully managed training initiatives, product launches, communication processes and sales events. Proven leader with broad based experience in the CPG and Building Products industries.

BS

Sales

SA8082630

Sales Management Training

Successful, experienced sales professional with a proven track record. Substantial experience in territory management and development, selling key accounts, lead generation, seminar selling and formal presentations to both small and large groups, and customer relations/service. Excellent interpersonal and communication skills, both oral and written. Recipient of various sales awards including "Top Salesperson of the Year" award.

B.S., Master's

Sales

SA8082632

Sales Account Executive

Sales-leading account executive with both sales training and sales management experience; proven track record of achieving and exceeding sales goals, while building strong client relationships. 20 years in advertising sales helping businesses attract their ideal customers. Personal strengths include: creative thinking, competitive market analysis, self-motivation, team player, attention to detail and organization.

BS Marketing

Sales

SA8082658

International Sales Professional

An entrepreneurial leader experienced in sales, international sales/marketing and channel management of consumer goods. International experience includes distributor identification/training/management, hiring and training of foreign company representatives, foreign sales company start-up, complete trade show management, and conducting seminars. A road warrior seeking a position in international sales/sales management of consumer or industrial products.

BA

Sales

SA8082659

Manager, Director, VP

Creative "outside the box" approach has led to a strong record of continued success. Well seasoned in direct sales, sales management, training, coaching and mentoring, this professional is ideal to lead veteran reps, beginners or sales managers. Successful Fortune 1000 experience in sales, marketing, and channel management, both domestic and international.

BA

Classification

Profile#

Profile

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Sales

SA8082662

Sales Leader

Award winning sales executive. A pro in relational selling and relational management. Entrepreneurial manager who offers organizational ability, out of the box thinking, outstanding prospecting skills, training and development, problem solving, and sales presentation expertise. Record breaking sales accomplishments in various industry environments. Energetic and passionate with a track record of performance improvement, cost savings, and leadership development.

Business

Sales

SA8082665

Account Representative

Experienced Sales Representative seeking a position where I can fully utilize my skills to sell to new and established accounts. I would be responsible for a territory where I could increase revenues through promotional selling to retail and distributors. Using creative advertising, merchandizing and deploying strategic inventory controls, I would maximize product sell through. My excellent interpersonal skills would be instrumental in establishing strong bonds with targeted accounts.

Bachelor

Sales

SA8082673

Sales Management

Extremely experienced Sales Manager looking to find a challenging Sales Management position. Background includes developing key elements of annual sales business plan, selecting/training/developing and motivating field sales force. Heavily focused on the customer service aspects of sales.

BS Marketing

Sales

SA8082674

VP of Sales and Marketing

A winning sales and marketing executive recognized for the ability to lead and motivate to grow top line profitability. Innovative manager who offers strategic planning skills, organizational ability, process management, marketing/merchandising, training and development, problem solving, and sales and presentation expertise. Energetic and passionate with a track record of performance improvement, cost savings, and leadership development.

BA

Sales

SA8082675

Customer Account Manager

Sales professional with 18 years of CPG experience. My passion and drive have helped me grow business 10% annually. I have a strong desire to work on many teams at once. I have headed both retail and broker teams at once. I solve problems logically and creatively by thinking outside the box. I have decreased dairy unsaleables 20-2% at my Fleming Warehouse and 17-4% at my Super Value Warehouse. I have managed funds effectively amongst all key brands in my career with General Mills.

Business

Classification

Profile#

Profile

Sales

SA8082683

Medical Sales/Training/Product Development

I will apply my problem-solving skills and uniquely diverse background to develop your product line in a singular way. Also I will expertly tune existing product lines, create exciting and unique new products, all with an eye to maximizing value to the customer while maximizing profits for your organization. Versatile professional wishes to combine extensive engineering/product development/project management skills with most recent four years in healthcare as licensed Radiation Therapist.

Associates

Sales

SA8082700

Sales

Veteran Salesman, experienced in wide variety of environments (cars, computers, financial products). Excellent production record. Superior listener/communicator, able to connect with all audiences & socio-economic groups. Adept at resolving conflicts, and building (and leading by building) consensus among people/groups.

BS -- Computer Science

Sales

SA8082702

Sales Manager

Assertive, results-oriented professional with over 20 years of leadership success in sales and management. Track record of achieving substantial year-over-year increases in revenue. Recognized throughout career as a resourceful prospector with exceptional listening, persuasive, and closing abilities. Assists subordinates in improving their skills. Adept in implementing process improvements that result in greater productivity, accuracy, and customer satisfaction.

BA

Sales

SA8082703

Medical Products Sales Rep

A highly successful and experienced medical device and pharmaceutical sales professional. Excellent at building relationships with physicians during consultive selling processes. Has delivered over 100% to quota many times using innovative as well as traditional selling skills. Now seeking the opportunity to repeat success in a challenging medical sales position.

B.A.

Sales

SA8082704

Territory manager

A highly successful and experienced medical device and pharmaceutical sales professional. Excellent at building relationships with physicians during consultive selling processes. Has delivered over 100% to quota many times using innovative as well as traditional selling skills. Now seeking the opportunity to repeat success in a challenging medical sales position.

B.A.

Classification

Profile

Profile#

Sales

SA8082705

Sales Representative / Account Management

Positive, driven sales professional with over 20 years experience leading sales strategies and building partnerships and alliances with Fortune 100 to Fortune 1000 Corporations. Liaison between CEO's, CFO's, Purchasing Managers and Internal Customers' Engineers to resolve equipment needs. Seeking outside industrial sales position where my skills of prospecting, asking the right questions, and being able to provide the right solution are needed.

BA

Sales

SA8082709

Sr. Key Acct. Mgr.

Dynamic, highly motivated, leader in Consumer Product Goods. Experience in Sales, Management, Marketing. Experience selling Kroger Corporate, Speedway SuperAmerica, and Mclane. Success in managing sales force of 30+ Mgrs & Reps. Past responsibilities include Sr. Key Acct. Mgr. (Cincinnati, Oh), Region Business Mgr. (Philadelphia, Pa.), Division Mgr. (Harrisburg, Pa.), and Training & Development Mgr. (Toledo, Oh.).

BS - Business Admin.

Sales

SA8082711

Educational Specialist/Trainer

Educational Specialist/Trainer experienced in presentations, program development and middle management in private, state and federal agencies. Excellent organizational skills coupled with an innovative and energetic personality, demonstrated in the medical, mental health and public assistance arenas. Passionate about being a 'catalyst for change' to improve the 'status quo' of situations. Excellent communication skills, able to multitask, and open to new employment experiences.

Bachelor of Science

Sales

SA8082723

Account Representative

Versatile Professional with experience in direct and business to business sales, marketing, communications and customer service. Developed successful marketing plan which resulted in a 20% revenue increase. Creative, innovative, self motivated team player with strong verbal, written and interpersonal skills. Work well independently with organization, flexibility and creative thinking ability. Multi store management certification. Open to new opportunities.

BA Liberal Arts, Psychology

Classification

Profile

Profile#

Sales

SA8082725

Sales Engineer

Sales Professional with extensive experience selling in the industrial marketplace directly to OEM accounts, large end users and through distribution. Experience in a variety of different industries selling technical product to all levels of customer personnel. Familiar with the various facets required to successfully and independently manage a sales territory from new business prospecting to servicing existing accounts.

BA

Sales

SA8082727

Sales Professional

Energetic and goal-focused sales professional with solid qualifications in cold calling/prospecting/account management. Proven ability to develop new business and increase sales within established accounts. Excellent time management skills; computer literate. Exceptional communication, negotiation, influencing, and follow-up skills. Consultative Sales. A real People Person. Numerous awards and recognitions, including the 2007 Fast Track Award, for a 32% increase in fiscal year sales.

Bachelor of Music

Sales

SA8082742

Senior Sales Executive

Senior Sales Executive with a strong history of successfully selling enterprise software solutions and services to prospective and current customers in a large mix of manufacturing and business environments. Advanced skills include strategic relationship building at corporate levels, effective communications of complex situations, strategic planning, proposal writing, contract editing and negotiations.

BS Civil Engr, MA Public Administration

Sales

SA8082752

Professional Sales Representative

A motivated and energetic sales and marketing professional recently relocated to the Cincinnati area. Previously employed with a Fortune 500 company, experience includes strategic planning skills, marketing plan implementation, training and development, problem solving. Professional presentation skills range from one on one to large groups to executive level. Efforts include pioneering new market resulting in additional revenue stream. Excellent references can be provided.

BBA

Classification

Profile

Profile#

Sales

SA8082756

Management Account Executive

Marketing & Sales executive with ability to deliver results, growth and profitability in financial services, communications, retail & publishing. B2B developer. Flair for marketing & creativity. Strategic planner & relationship builder. Communicator and cost effective planner able to hear concerns, determine needs & drive results. Excellent oral and written skills. Able to generate funding & premium or collect on accounts & contracts. Negotiator/problem solver. Team player or independent contractor.

BA

Sales

SA8082758

Client Relationship Manager/Sales Support

13 years experience working with Business Customers in telecommunications environment. Managed post sales satisfaction and daily business needs of Cincinnati and Dayton Ohio's top industries, supporting \$750,000 monthly revenue through retention and growth duties within assigned base. Recognized by customers and sales teams as exceptional customer advocate and value-added resource, ensuring satisfaction and continuation of service with same service provider. Winner of 2 annual performance trips.

BA & MA Spanish, Business Minor, Teaching Certification

Sales

SA8082770

Sales Leader w/ Extensive Mrktg.

Reliable, enthusiastic professional leading with integrity while driving profit across multiple B2B industrial and service markets. Experienced creating and delivering new, or enhancing existing; products/services, markets, selling/marketing tools, teams, training, sales force automation/contact management software installations, customer satisfaction and call center programs. Recently Director for Marketing and CRM delivering millions of dollars and thousands of customer touches per year.

BA Marketing

Sales

SA8082772

National Sales Manager

High-energy sales leader focused on teamwork, results, client retention and improved profit margins. Positive motivator with focus on individual development. Unwavering commitment to integrity and personal accountability, using hands-on leadership style. If you have a great product and an honest approach to business and need help driving incremental sales, I can help. I can improve attitudes and communications and increase collaboration. I am an experienced leader that can make a difference.

BS-Business

Classification

Profile

Profile#

Sales

SA8082794

Sales Rep.

Goal driven professional with extensive background in sales/customer support/and territory management. Strong work ethic, articulate, new profit development through winning presentations. Ensure customer loyalty through solid communications, problem analysis and support services. Ability to establish rapport with all levels of management. Enjoy working independently and accomplishing goals within a team structure.

B.A. Telecommunications

Sales

SA8082804

Technical Sales Development

Technical Business Development including Six Sigma Black Belt Business Re-engineering, Distribution, Administrative Management, and Specialized Application Systems. These involved UNIX, Microsoft, IBM and other major operating venues which were high-end offerings involving complex business/sales development cycles. Functional experience includes managing the business development process from origination through qualification, close and deployment by collaborating with CXX, partners and staff.

Bs, MBA Six Sigma Black Belt

Sales

SA8082808

Senior Sales Professional B2B Sales

Top-performing senior sales specialist with over 20 years of industrial packaging expertise in diverse technologies and integrated system solutions. Extensive experience in a wide variety of technologies with particular emphasis on semi to fully automatic shrink wrapping, bundling and heat tunnel systems for both standard and customized configurations.

Sales

SA8082810

Sales Management Executive

Reputation as a strong leader capable of motivating others to maximize productivity. Well-rounded background in strategic planning, establishing goals, budgeting, devising meaningful planning and reporting tools, and coaching. Key strengths include development of successful sales and business professionals, staff motivation, hiring, and training. Experienced as a member of a collaborative senior management team in improving all areas of organizational performance.

BBA

Classification

Profile#

Profile

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Sales

SA8082812

Business Development Manager

Sales professional with an outstanding record of achievement in the healthcare and medical environment. Proficient in building business in new and underdeveloped territories. Strong customer relationship building skills. Well rounded skill set includes excellent problem solving skills, natural communications, high degree of creativity, and strong analytical skills. Effective manager of time, territory, and resources.

BBA