

# Job Search Focus Group Profiles

## *Classification*

## *Profile*

### *Profile#*

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#### **Accounting/ Finance**

**AF8072444**

#### **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.**

#### **Accounting/ Finance**

**AF8072469**

#### **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**

**AF8072470**

#### **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**

**AF8072471**

#### **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**

**Classification**

**Profile#**

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=====  
**Accounting/ Finance**

**AF8072476**

**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**

**AF8072498**

**Accounting / Auditing**

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**

**AF8072500**

**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**

**Accounting/ Finance**

**AF8072539**

**CFO/VP/Controller/GM**

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**

**AF8072551**

**Customer service**

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.

**Classification**

**Profile#**

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=====  
**Accounting/ Finance**

**AF8072581**

**Controller**

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**

=====  
**Consulting**

**CO8072422**

**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**

**CO8072432**

**Marketing & Management Strategy 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.

**MBA**

**Consulting**

**CO8072437**

**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.

**Classification**

**Profile#**

**Profile**

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**Consulting**  
**CO8072462**

**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**  
**CO8072481**

**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**  
**CO8072502**

**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**  
**CO8072538**

**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**

**Consulting**  
**CO8072567**

**Business Improvement Specialist**

Analytical and highly strategic with extensive cross-functional collaboration skills and successful business improvement project leadership. Business Improvement expertise in: Change Management, Strategic Planning, Organizational Development, Leadership Development, Business Improvement, Productivity Initiatives & Cost Reduction.

**MBA/Lean 6-Sigma Green Belt**

**Classification**

**Profile**

**Profile#**

**Consulting**  
**CO8072578**

**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**  
**CO8072586**

**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**  
**CO8072587**

**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**

**Engineering/ Technical**  
**ET8072426**

**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**

**Classification**

**Profile**

**Profile#**

**Engineering/ Technical**

**Product Development Engineering Leader**

**ET8072428**

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**

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

**ET8072456**

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**

**Engineering/ Technical**

**Sr. Project Manager**

**ET8072465**

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**

**Engineering/ Technical**

**Facilities and Maintenance Manager**

**ET8072505**

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**

**Classification**

**Profile**

**Profile#**

**Engineering/ Technical**

**Sr. Project Manager**

**ET8072512**

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**

**Senior Quality Professional**

**ET8072530**

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**

**Technical Support Specialist**

**ET8072545**

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**

**Engineering/ Technical**

**Civil Engineer**

**ET8072549**

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**

**Classification**

**Profile**

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=====  
**Engineering/ Technical**

**ET8072552**

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**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.**

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**General Management**

**GM8072420**

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**Management Professional**

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**

**GM8072431**

**General Manager**

General Manager with extensive 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.

**MBA**

**General Management**

**GM8072438**

**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.

**Classification**

**Profile**

**Profile#**

**General Management**

**GM8072447**

**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**

**GM8072455**

**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**

**General Management**

**GM8072461**

**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**

**GM8072473**

**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**

**General Management**

**GM8072483**

**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**

**GM8072488**

**Operations**

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**

**GM8072501**

**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**

**GM8072507**

**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**

**General Management**

**GM8072511**

**Sr. Manager**

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**

**Classification**

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**General Management**

**GM8072524**

**General 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**

**General Management**

**GM8072526**

**Manager/Administrator**

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**

**General Management**

**GM8072536**

**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**

**GM8072542**

**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**

**General Management**

**GM8072543**

**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**

**Classification**

**Profile**

**Profile#**

**General Management**

**GM8072547**

**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**

**GM8072564**

**General Manager**

An executive level manager experienced in Financial Analysis, P/L Responsibility, Budgeting, Variance Analysis and Operational Application, Human Resource Management and Facility Management. Uniquely broad based in reporting to Boards of Directors on a monthly basis. Supervision of employees from six to 45 in number and developing and managing budgets up to \$4 million. Uniquely effective at improving internal organizational culture. Strong teaching/mentoring skills.

**BBA & MS**

**General Management**

**GM8072569**

**Operations Manager**

Analytical and highly strategic manager with extensive field operations experience. Exceeds expectations. Specialties include: Interviewing, Staffing & Team Building, Training, Coaching for High Performance, Field Management, Project Management, Research & Analysis, Client/Customer Relationship Management. Business Improvement expertise in: Change Management, Strategic Planning, Organizational Development, Leadership Development, Business Improvement, Productivity Initiatives & Cost Reduction.

**MBA/Lean 6-Sigma Green Belt**

**General Management**

**GM8072577**

**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**

**Classification**

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**General Management**

**GM8072580**

**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**

**GM8072590**

**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**

**General Management**

**GM8072599**

**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**

**Healthcare**

**HE8072416**

**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**

**Classification**

**Profile#**

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**Healthcare**

**HE8072419**

**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**

**Healthcare**

**HE8072439**

**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.

**Healthcare**

**HE8072454**

**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**

**Healthcare**

**HE8072459**

**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.**

**Classification**

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**Healthcare**  
**HE8072527**

**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**

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**Human Resources**  
**HR8072463**

**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**  
**HR8072519**

**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**  
**HR8072556**

**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**

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**Human Resources**

**HR8072576**

**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**

=====  
**Information Systems**

**IS8072424**

**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**

**Information Systems**

**IS8072425**

**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**

**IS8072475**

**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**

**Information Systems**

**IS8072484**

**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**

**Classification**

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**Information Systems**

**IS8072485**

**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**

**Information Systems**

**IS8072486**

**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**

**IS8072493**

**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**

**IS8072513**

**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**

**Classification**

**Profile**

**Profile#**

**Information Systems**

**IS8072528**

**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**

**IS8072529**

**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**

**IS8072533**

**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**

**Information Systems**

**IS8072535**

**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**

**IS8072546**

**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#**

**Information Systems**

**IS8072548**

**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**

**IS8072582**

**IT Director**

I have been working in IT for approximately 14 years. I have been involved in multiple IT roles for consumer product, design trades, and branding /corporate image industries (among others). These efforts have added value to both public and private companies. In these roles I have supervised and administered various email, data, and voice systems. I am well versed in SBOX and IT security issues and emphasize documentation and end-user training to maximize company IT investment.

**BA**

**Information Systems**

**IS8072583**

**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**

**IS8072584**

**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.**

**Classification**

**Profile**

**Profile#**

=====  
**Information Systems**

**IS8072597**

**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**

**LE8072516**

**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**

**MO8072410**

**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**

**MO8072429**

**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**

**Classification**

**Profile#**

**Profile**

=====  
**Manufacturing Operations**

**MO8072430**

**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**

**MO8072445**

**Operations/Plant 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**

**Manufacturing Operations**

**MO8072453**

**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**

**MO8072474**

**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**

**MO8072482**

**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**

**MO8072504**

**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**

**MO8072509**

**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**

**Manufacturing Operations**

**MO8072534**

**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**

**Manufacturing Operations**

**MO8072568**

**Operations Manager**

Analytical and highly strategic operations manager. Exceeds expectations. Specialties include: Interviewing, Staffing & Team Building, Training, Coaching for High Performance, Field Management, Project Management, Research & Analysis, Client/Customer Relationship Management. Business Improvement expertise in: Change Management, Strategic Planning, Organizational Development, Leadership Development, Business Improvement, Productivity Initiatives & Cost Reduction.

**MBA/Lean 6-Sigma Green Belt**

**Classification**

**Profile**

**Profile#**

**Manufacturing Operations**

**MO8072573**

**Logistics/Inventory Management**

Special events professional with career emphasis in logistics and inventory management. Experience includes tracking inventory flow, creating and maintaining inventory control systems, managing maintenance and quality assurance programs and establishing processes for physical inventory counts. Accomplishments include compiling data necessary to implement multi-faceted custom software including assigning item codes for over 5,000 individual components necessary to assemble tents.

**Bachelors**

**Manufacturing Operations**

**MO8072575**

**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**

**Manufacturing Operations**

**MO8072596**

**Mgr. Purchasing/Supply Chain**

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.**

**Manufacturing Operations**

**MO8072598**

**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**

**Classification**

**Profile**

**Profile#**

**Marketing/ Public Relations**

**Marketing Administrator**

**MP8072413**

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**

**Vice President, Marketing**

**MP8072433**

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.

**MBA**

**Marketing/ Public Relations**

**Sales Consultant/Administrator**

**MP8072440**

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**

**Media Relations**

**MP8072449**

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**

**MP8072452**

**Marketing Research Director/Senior Marketing Analyst**

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**

**MP8072458**

**Direct marketing/ marketing strategy/ sales integration**

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**

**Marketing/ Public Relations**

**MP8072477**

**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**

**Marketing/ Public Relations**

**MP8072480**

**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**

**MP8072487**

**Marketing**

Recent college graduate seeks a challenging entry level marketing position.

**MBA**

**Classification**

**Profile**

**Profile#**

**Marketing/ Public Relations**

**MP8072517**

**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**

**MP8072520**

**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**

**MP8072521**

**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**

**MP8072523**

**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**

**Marketing/ Public Relations**

**MP8072525**

**Senior Marketing Executive**

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**

**Corporate Communications Senior Manager**

**MP8072544**

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**

**Marketing/ Public Relations**

**Account Executive**

**MP8072553**

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**

**MP8072560**

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**

**Marketing & Sales Innovator**

**MP8072566**

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**

**Classification**

**Profile**

**Profile#**

=====  
**Marketing/ Public Relations**

**Manager**

**MP8072570**

Analytical market research professional with expertise in team development and survey execution. Specialties include: Interviewing, Staffing & Team Building, Training, Coaching for High Performance, Field Management, Project Management, Research & Analysis, Client/Customer Relationship Management. Business Improvement expertise in: Change Management, Strategic Planning, Organizational Development, Leadership Development, Business Improvement, Productivity Initiatives & Cost Reduction.

**MBA/Lean 6-Sigma Green Belt**

**Marketing/ Public Relations**

**Special Events/Development**

**MP8072572**

Special events professional with career emphasis in project management and logistics. Experience includes organizing tent and rental equipment needs for 1996 Summer Olympics Whitewater venue and 2007 Sundance Film Festival. Successful track record highlights developing processes to improve communications and efficiency. Strong interpersonal skills with long term, (15 yrs+), client/customer relations. Administrative proficiency includes database management and graphic design.

**Bachelors**

**Marketing/ Public Relations**

**Senior level, Public Relations**

**MP8072579**

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**

=====  
**Professional**

**Graphic Artist**

**PR8072415**

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**

**Classification**

**Profile**

**Profile#**

**Professional**

**PR8072418**

**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**

**PR8072427**

**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**

**PR8072435**

**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**

**PR8072436**

**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**

**PR8072441**

**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.

**Professional**

**PR8072443**

**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**

**PR8072446**

**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**

**PR8072448**

**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**

**Classification**

**Profile**

**Profile#**

**Professional**

**PR8072457**

**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**

**PR8072460**

**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**

**PR8072464**

**Field Rep**

Dynamic and motivated individual with 15 years experience in design, drafting, display and freelance art, followed by 10 years experience facilitating major departmental moves and Rights of Way acquisitions. Proven ability to pull together resources and individuals to complete complex projects. Devises creative methods to solve problems. Interested in a position similar to Rights of Way agent, such as Account Rep.

**BA**

**Professional**

**PR8072468**

**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**

**Classification**

**Profile**

**Profile#**

**Professional**

**PR8072472**

**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**

**PR8072489**

**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**

**Professional**

**PR8072490**

**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**

**PR8072491**

**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**

**Classification**

**Profile**

**Profile#**

**Professional**

**PR8072492**

**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**

**PR8072495**

**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**

**PR8072503**

**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**

**PR8072506**

**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**

**PR8072508**

**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**

**Professional**

**PR8072510**

**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**

**Professional**

**PR8072531**

**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**

**Professional**

**PR8072537**

**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**

**PR8072554**

**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**

**PR8072558**

**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**

**PR8072559**

**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**

**PR8072562**

**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**

**PR8072563**

**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**

**Classification**

**Profile#**

**Profile**

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**Professional**

**PR8072571**

**Event Logistics/Project Management**

Special event professional with career emphasis in project management and logistics. Experience includes organizing tent and rental equipment needs for the 1996 Summer Olympic Whitewater venue and 2007 Sundance Film Festival. Accomplishments include compiling data necessary to implement multi-faceted custom software including assigning item codes for over 5,000 components necessary to assemble tents. Administrative proficiency includes graphic design, budget management, and customer relations.

**Bachelors**

**Professional**

**PR8072574**

**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**

**PR8072585**

**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**

**Professional**

**PR8072589**

**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**

**PR8072591**

**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**

**Classification**

**Profile**

**Profile#**

**Professional**

**PR8072592**

**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**

**Professional**

**PR8072594**

**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**

**PR8072595**

**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**

**Sales**

**SA8072411**

**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**

**Classification**

**Profile#**

**Profile**

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**Sales**

**SA8072412**

**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**

**Sales**

**SA8072417**

**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**

**SA8072421**

**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**

**SA8072423**

**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**

**SA8072434**

**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**

**SA8072442**

**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.

**Sales**

**SA8072450**

**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**

**SA8072451**

**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.**

**Sales**

**SA8072466**

**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**

**SA8072467**

**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**

**Classification**

**Profile#**

**Profile**

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**Sales**

**SA8072478**

**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**

**Sales**

**SA8072479**

**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**

**Sales**

**SA8072494**

**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**

**Sales**

**SA8072496**

**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**

**Classification**

**Profile**

**Profile#**

**Sales**

**SA8072497**

**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**

**SA8072499**

**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**

**SA8072514**

**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**

**SA8072515**

**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#**

**Sales**

**SA8072518**

**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**

**SA8072522**

**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**

**SA8072532**

**Sales**

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

**BS -- Computer Science**

**Sales**

**SA8072540**

**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**

**Classification**

**Profile**

**Profile#**

=====  
**Sales**

**SA8072541**

**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**

**SA8072550**

**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**

**SA8072555**

**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**

**SA8072557**

**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**

**Classification**

**Profile**

**Profile#**

**Sales**

**SA8072565**

**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**

**SA8072588**

**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**

**SA8072593**

**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**