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**Candidate Bulletin
Profiles of Our Professionals
July 29, 2010**

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Profiles of Our Professionals



Job Category Job Type One Stop Number Profile

Accounting and Finance (17)

Accountant	311783	Broad scope of accounting experience in varied work environments including manufacturing, service, and the health insurance sectors. Proactive and highly analytical. Demonstrated use of advanced computer skills to identify problems and create effective solutions. Exceptional communication and organizational skills with ability to work independently and as a contributing team member.
Accountant	817620	An accounting professional experience in financial analysis and accounting principles GAAP, experienced self-starter, team player and problem solve with keen attention to customer needs which includes individuals, small business, corporations. Creating the accounting cycle to financial statements to preparing tax returns. Seeking an opportunity within the Accounting/Taxation field to utilize my experience and education.
Administrative Assistant	704451	Diversified expertise in all areas of administration, billing, accounts receivable, accounts payable, training, credit/collections. Broad-based experiences covering a full spectrum of billing/invoicing, credit analysis. Superior multi-tasking talents, success in managing high-priority assignments, resolve client billing inquiries and medical claims resolution, reporting to upper levels of management.
Audit Manager/Certified Public Accountant	608560	15 years diversified international experience in audit, accounting, financial analysis and tax area. Was an audit manager for a global company. CPA. Looking for position in financial or accounting or audit area matching experience and skills. Financial Accounting audits, and audits in Accounts Payable, Accounts Receivable, Payroll, Procurement, Human Resources, Pension, Travel & Entertainment and special investigations. Performed Sarbanes-Oxley reviews. Supervised and trained staffs globally.
Billing Analyst	441283	Outstanding analyst and manager responsible for cash accounts, rent payables and all aspect of the billing processe and billing accounts. Experience with Oracle Financials, PeopleSoft, SAP as well as Sarbanes-Oxley requirements. Supported major pharmaceutical and telecommunications companies. Analyzed routine processes, and developed procedures and tools to perform routine processes more efficiently and accurately. Strong oral and written communication skills including developing documentation. Leadership skills including team supervision, development of excellent relationships with internal and external customers and leadership on special projects.
Bookkeeper	049799	AIPB certified bookkeeper with over 20 years experience in accounting, including full charge bookkeeper in an engineering and equipment rep company. Office administration with a well organized and detailed approach to the task at hand.



Profiles of Our Professionals



Job Category	Job Type	One Stop Number	Profile
	Certified Public Accountant	303372	Experienced professional in financial reporting, audit and taxation with a working knowledge of a multitude of accounting software packages. Dedicated, hands-on, deadline-oriented team player capable of working independently, while improving individual and organizational performance. Certified Public Accountant (CPA) in the State of New Jersey.
	Chief Financial Officer	291951	Senior Financial and General Manager, Previously President and CFO of small telecom and teleservice ventures.
	Commercial Banker	079813	Over 25 years of extensive experience in all phases of lending, including commercial, consumer, commercial real estate, and residential real estate. This diverse experience allows for concise evaluation of the entire lending process, and the consequences of every action further downstream. Operations experience includes management of operations centers, sales, processing, underwriting, closing, post closing, and servicing. Compliance includes 8.5 years as a compliance officer, and increased the regulatory rating from a "3" to a "1" in one year. Audit and due diligence experience over 8.5 years includes 2.3 years as senior manager in an accounting firm for outsourced bank internal audits. Servicing includes 8.5 years as a servicing manager. Various consulting assignments include evaluation of the strategic plan of a global Islamic Bank.
	Commercial Lender	284658	Commercial lending professional with more than 25 years of creating financial solutions for small, medium and large sized businesses while working at both bank and non-bank lenders in New Jersey, Pennsylvania and New York. Primary expertise is owner-user commercial and industrial real estate financing through the U.S. Government SBA guaranteed loan programs. Experience working in sales and business development positions for CIT, Unity Bank, and Small Business Loan Source, LLC and was recently V.P. Lending for Greater New York Development Co., an outgrowth of Long Island Development Corp. Skilled in using creative low-down payment, low-cost financial solutions that entrepreneurs need to acquire owner-user commercial and industrial real estate for their businesses. Responsible for hiring and training credit underwriters while managing credit departments at AT&T Capital and The Money Store.
	Corporate Communications Professional	510158	Seasoned Advertising Executive with reputation for total account service, including creative concepts, copy writing, project management, internet strategies, and print and media purchasing. Builds business for employer and clients through relational selling. Develops trust, helps clients clarify objectives, produces deliverables on time while staying within budgets. Noted for negotiating and problem solving skills, managing details, exceeding expectations. Strong interpersonal, presentation, verbal, writing, editing, and proofreading skills.
	Financial Advisor	038213	Licensed financial professional with more than 20 years of work experience at multiple well-known financial service organizations. Job skills include financial sales and service, financial analysis, strong verbal and written communication skills, and managerial experience. Have also owned and operated a retail business for five years.



Profiles of Our Professionals



Job Category	Job Type	One Stop Number	Profile
	Financial Advisor/Planner	292737	Financial professional with over twenty years of experience in financial planning and analysis at top financial services firms in the New York/New Jersey marketplace. In addition to the standard responsibilities of reporting, budgeting, and forecasting, also enjoyed success in project management, process improvement initiatives and systems integrations. Areas of expertise include organizational and product line profitability analysis, financial modeling, senior management presentations, and strategic decision support.
	Financial Analyst	288965	Extensive knowledge in the financial industry. Positively contributes to key business decisions that impact an organization's bottom line, and facilitates cost-effective and productive management decisions. Proven financial, budgeting, analytical, financial modeling and strategic sourcing skills, acquired over many years of professional experience.
	Financial Consultant	051313	Experienced financial consultant with the flexibility and knowledge to meet different challenges of large and medium sized, multinational companies. In the last six years, wide variety of contract assignments at major companies such as Sanofi-Aventis, Celanese AG, Integra Life Sciences and Opinion Research. Senior Corporate Accountant at large media and internet advertising conglomerate (TMP Worldwide). Extensive experience with GAAP accounting reports and analyses for annual reports, emphasis on corporate financial reporting and SEC filings - 10K & 10Qs. Participated in the completion of IPO. Previous supervisory experience at major Property & Casualty insurance company. Have excellent analytical and problem solving skills. Works well in both team and independent environments. Has the ability to work with all levels of management.
	Investment Advisor	286574	Fixed Income Municipal Professional with over 20 years experience within the municipal bond trading retail dept. as trader / retail and clearance liaison. Most recently as in house investment advisor/liaison to the top Financial Advisors that manage high net worth clients; responsible for finding value and executing high dollar transactions daily; reviewed client portfolios with Financial Advisors (FA) and made value added adjustments as needed to fit client profile. A resourceful Team Player assisted in starting the Fee Based Desk at Bear Stearns. Building trading systems with the Operations/Middle Office to comply with MSRB, NASD and Compliance requirements. Quietly and assertively developed a network of contacts in the market to purchase and sell any FA inquiries while finding value for valued clients. Hands on leader and catalyst created policy for the efficient interface with top management, trading, compliance and operations.
	Treasury Manager	388320	Analytical, driven, and results oriented individual, holds The Certified Treasury Professional Certificate in addition to an MBA in Finance from Fordham University. Experience includes, but is not limited to: Cash Forecasting, Investments in the Short Term Money Market, FX initiation and hedging, Loan fundings, Debt Compliance and Vendor Relations. Candidate will consider parallel roles outside of the treasury arena.



Profiles of Our Professionals



Job Category Job Type One Stop Number Profile

Administration and Customer Service (8)

Administrative and Office Manager	338100	Accomplished the art of developing versatile experiences in the corporate world of business and in the construction world. Corporate World orchestrates my ability in Administration with a positive attitude to multi-task independently and as a team player, in an environment to apply a high degree of maturity, discretion and diplomacy. Construction World is maintaining the day-by-day schedule operations of the job/project. Responsibly supporting the project managers and supervisors in assisting him/her in coordinating work. Proficient in MS Office, Expendition. Engendering as Administrative/Office Manager to ensure the office environment is fully functional.
Administrative Assistant	347043	Driven, self motivated worker with a track record of ten plus years in purchasing and administrative support. Experience covering a full spectrum of administrative duties, including billing/invoicing, customer support, shipping & receiving, order processing, purchasing/procurement, order processing procedure implementation and development, logistics, tracking shipments, collections, assisting A/P & A/R, inventory management for multiple locations globally, supply chain management, warranty processing and RMA processing. Proficiency in Word & Excel. Proven reputation, with consistent history or exemplary performance reviews and recognition for helping customers, and working within a group dynamic.
Administrative Assistant	370415	Versatile Administrative Assistant with over 20 years experience supporting upper management. Adept in performing varied administrative office functions and responsibilities along with complex activities associated with special projects and initiatives. Proficient in the MicroSoft Office programs-Outlook, Excel, Word & PowerPoint and SAP Business Modules as well as experience working with Access databases. A collaborative team player, able to provide leadership, guidance and assistance as needed. Key focus is problem solving and following through with projects from concept to completion.
Administrative Assistant	960708	To pursue a career in administration, data/word processing and customer service which will utilize my diversified experience and also allow an opportunity for personal and professional growth.
Customer Service Manager	134281	Well educated professional with a Master's Degree, with nine-plus years of customer service experience in dynamic environments. Strong problem solving abilities along with proven negotiating & analytical skills. Supervised large facility. Recognized with monthly customer service awards for prompt and efficient service. Experienced in risk management & HR matters. Proficient with Microsoft Office & multiple databases. Team oriented with very willing attitude.



Profiles of Our Professionals



Job Category	Job Type	One Stop Number	Profile
	Elder Care Manager	447727	A management professional with extensive experience in screening, interviewing, and mentoring caregivers, counseling and assisting clients regarding care choices. Both a leader and team contributor in sales of services, troubleshooting, conflict resolution and customer service. Co-developed a mentorship training program for caregivers. Co-managed and presented workshops at statewide professional development conferences. Representative to statewide associations. Seeking a management or sales position in the elder care, health care industry or in the not-for-profit sector.
	Executive and Administrative Assistant	396363	Highly effective Executive/Administrative Assistant; works well in demanding environments, handling a wide variety of tasks. Computer proficient in Microsoft Office, Lotus Notes, Outlook and financial applications. Especially enjoy presentation development. Function well under pressure. Allocate time appropriately. Outstanding oral and written communication skills. Extremely organized. Interact professionally with all levels of management, co-workers and clients. Exhibit sound judgment. Possess courteous demeanor. Exhibit broad understanding of business concepts. Proficient in calendar and schedule management.
	I/O Administrative Assistant	990028	Experienced in addressing/resolving customer billing, collections and contract disputes for multi-national customers and government agencies. Proven ability to work with multi-functional groups and diverse cultural customer organizations. Able to successfully resolve issues while looking to internal systems/procedures to achieve effective cost reductions. Maximizes customer satisfaction while focusing on company/organization profitability.

Editorial Services (4)

	Copywriter	165692	More than ten years of business experience in various industries and has successfully transitioned into the field of copywriting. Received a BA in Writing from Fairleigh Dickinson University. Has pieces published in NJ Business Magazine, NJBiz and North Jersey Media Group. Creative, adapts well to change and has a passion for writing. Has written about therapies in the following categories: mental health, women's health, cardiology, endocrinology, oncology, dentistry, and managed care. Also received education in medical terminology. In the interim has been freelancing and enhancing education.
	Technical Writer	189307	An MS Chemist with 5+ years pharmaceutical technical writing experience. Tasks performed included: Authoring SOPs in a manufacturing environment, writing final reports for laboratory method validation (accuracy, precision, linearity, robustness, solution stability, etc.) and writing, editing, and proofreading documents pertinent to method development/pharmacokinetics. Recent education includes four Biology/Biotechnology classes, continuing education in Clinical Data Management and Six Sigma (Green Belt and Black Belt coursework). Currently enrolled in Statistics Level II class.



Profiles of Our Professionals



Job Category	Job Type	One Stop Number	Profile
	Technical Writer	276939	As an experienced technical writer, production editor, and proofreader, this professional is a self-starter who enjoys working within a team framework. Customer satisfaction was increased by providing readable and accurate materials about corporations' products or services. This publications enthusiast participated in all phases of document development. Outlining, writing, editing, proofreading, applying research, interfacing with development and support staff during review cycle, organizing document files, reviewing PDF files, and revising graphics were editorial steps provided to printed and online company publications.
	Writer, Editor, Communications Specialist	319232	Accomplished writer and editor with both media and corporate experience. Proven ability to communicate complex concepts so that they are easy to understand. Produced articles on financial "hot topics" such as the current credit crisis, corporate governance and risk management, as well as pieces on product innovation and industry analysis for the Web, newsletters and magazines. Strengths include spotting trends and turning ideas into articles on deadline. Knowledgeable about regulation and legislation.

Educational Services (6)

	Administrator, Student Support Services	332127	Dedicated and astute scholar specializing in student support services on the higher education level. Experience includes academic advising, personal counseling, coordinating support programs, course registration, tutoring, and teaching workshops and accredited courses. Conscientiously serves student populations that include the educationally and economically disadvantaged, athletes, veterans, transfer students and lifelong learners. Accustomed to managing part-time staff and handling program budgets.
	College Professor and Administrator	299422	Educator with experience in college teaching, curriculum development, educational research, and grant proposals. Additional experience in corporate training, development and management of information technology initiatives, business and system requirements collection, software usability, and system development practices. Master of Arts degree in Psychology with emphasis in College Teaching. New Jersey teaching certificates in Social Studies and Psychology. Masters Certificate in Information Technology Project Management. Series 7, Series 63, and Life and Health Insurance Authorities. Several publications and research presentations at national conferences.
	Elementary/Special Education Teacher	085080	Certified Elementary and Special Education Teacher with over 8 years of experience. Created educational strategies to motivate students. Dedicated to keeping up with the latest directives. A passionate professional with team building and group training experience. Enthusiastic, positive attitude with excellent people skills.



Profiles of Our Professionals



Job Category	Job Type	One Stop Number	Profile
	Teacher/Graphic Designer	147633	Formerly Professor of Computer Graphics, Gibbs College, Piscataway, NJ. Proprietor of CJN Graphic Design. Has worked for ad agencies, newspapers, and magazines creating editorial layouts and retail advertising. Former VP of Creative Services at a small multimedia developer, supervising creative staff and producing presentations for clients like DuPont, AT&T, Merck, etc. Bachelor's in Communications from Cornell, Masters in Adult Education and Distance Learning from University of Phoenix.
	Teaching Assistant	330397	Highly structured yet flexible Teacher's Assistant who helps to support the boundaries in a classroom in order to enable learning for high-risk students with emotional, behavioral and educational challenges. Team player with outstanding work ethic. Demonstrated effective skills as an instructional assistant in hands-on student activities and independent class work. Experience as a substitute teacher, Collaborated on class projects and lessons. Managed student portfolios and paperwork, continually going beyond what was required to complete tasks on time. Energetic yet calm, Reliable and punctual. Valued as a professional and an effective contributor to the student's educational success.
	Training Consultant	239910	With years of experience as a classroom instructor this consultant delivers training in computer applications at all skill levels. This on-target trainer also covers 'soft skills' topics in customer service techniques with clarity, professionalism and humor utilizing the most effective adult learning methods. With expertise in Microsoft Office and proprietary applications for pharmaceutical and other industries, this expert seeks to 'zone in' on each learner's greatest area of opportunity to ensure knowledge transfer, thus making it truly a value-added encounter.

Engineering (11)

	Architect	473139	Architectural Designer; Experienced Architect with management and design responsibilities, ranging from concept to construction. Liaison between clients, project manager, consultants and design staff on a variety of projects: design alterations, renovations and additions for schools and colleges, car dealership showrooms, pharmaceutical lab designs and renovations, and corporate offices.
	AutoCAD Designer	615645	Strong AutoCAD Designer looking to achieve extraordinary results for a progressive employer. Mastery of CAD skills for the design and development of Civil, Machine Design or Facility Planning. Use of AUTOCAD versions 10 through 2007, ARCHITECTURAL DESKTOP 2004, TOPOGRAPHIC drawing experience coupled with some MECHANICAL DESKTOP 2007 use and CADAM/CATIA. Demonstrated ability in 2D, 3D, solid modeling, surfaces, areas and volumes. Ability to take designs from 2D concepts to virtual reality video presentations. Self motivated individual with the demonstrated ability to take projects from conception to completion with a proven track record of customer satisfaction references.



Profiles of Our Professionals



Job Category	Job Type	One Stop Number	Profile
	Chemical Engineer	419023	A highly motivated senior chemical engineer with past work experience in the chemical, medical device and pharmaceutical industries working on process, packaging, critical utilities, and capital projects - that has resulted in reduced operating cost savings and FDA regulatory compliance. These results were achieved both by working alone and in cross functional groups - while drawing upon my past work experience in process development, start-up, process optimization, and my degree in chemical and management engineering.
	Civil Engineer	188177	7 yrs full Civil Design Commercial, 15 yrs plan production. Professional Engineer License Candidate for April State Exam.
	Construction Engineer	931087	Construction/Engineering professional with extensive design and construction experience. Background includes management of survey, drafting and engineering departments. Managed over \$1 billion of infrastructure and real estate construction. Offers a unique combination of both engineering and construction management experience that has significantly contributed to long term growth and increased corporate profits.
	Electronic Engineer	692576	Career electronic engineer who is expert in the areas of antenna design, RF/microwave engineering, and testing of that hardware. As both a project and development engineer, was successful at delivering numerous systems. Always focused on customer needs and schedule from proposal to delivery. Makes use of extensive education, math, and science skills to arrive at novel solutions to engineering problems. As a development engineer, has proven to be a thorough researcher as well as a methodical tester. As a project engineer, has shown ability at dealing with a number of corporate disciplines including outside vendors, inside purchasing, and quality assurance in order to meet project needs.
	Environmental Engineer	319229	Ph. D. level Professional Environmental Engineer (NJ, NY, MA and NH), with over 20 years experience managing complex projects for environmental assessment/remediation and compliance. Strong skills preparing proposals, supervising junior staff and managing client communications. Expertise in field methods of analysis, evaluation of analytical data for indoor air, water, soil and waste. One recent project was the successful remediation of indoor air in a building previously used for the manufacture of mothballs. The chemical compound used in mothballs was present in indoor air at levels 100 times higher than the allowable standard. After remediation, the containment levels were acceptable for the resumption of building occupancy.
	Industrial Engineer	903755	Senior Industrial Engineer knowledgeable and trained in the practical use of PMBOK, with expertise in production, safety, quality, productivity, and cost control in the Building Materials, Transport, Food and Merchandise Industries. Knowledge and use of ISO 9000, Six Sigma, Manning, Lean Manufacturing and Kaizen to achieve efficiency and compliance with systems and quality regulations established by the company and local, state, national or international regulatory agencies.



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Job Category	Job Type	One Stop Number	Profile
	Mechanical Engineer	182331	Certified 6-Sigma Green Belt, trained Black Belt with Masters Degree in Mechanical Engineering. Ten years of experience in process improvement, project management and product development. Managed projects from conception to launch, including new plant startup, process automation and product development projects. Experienced in automotive regulatory environment with excellent knowledge of FMEA, Control Plan, PPAP and cGMP. Ability to identify and execute on opportunities to reduce cost and improve efficiency.
	Printed Circuit Board Designer PCB CID [IPC Certified]	604296	Project Leader with a reputation for success in achieving results in the area of product development. A technically oriented individual with a focus on process and detail with strong interpersonal and team building skills. Experience in managing internal and external customers with a solid track record of business growth through client relationship management. Excellent analytical and organizational skills with the capability of managing adverse situations to successful outcomes. Able to reduce costs through vendor negotiation with a track record of delivering projects on time.
	Process Engineer/Project Manager	337003	Extensive background in project managing new technology development from conceptual to market commercialization, working at the interface of R&D and engineering groups. Utilized engineering skills combined with sound understanding of process scale-up principles. Co-invented and co-patented several process schemes to provide cost effective solution for the customers. Most recently, Process Engineering Manager with a large MNC in the area of next generation gas separation and purification technologies. PhD in Chemical Engineering, Fellow of the Institution of Chemical Engineers and several U.S. patents and publications in reputed journals. Strong interested in Pharmaceuticals, Energy or Chemicals and Petroleum industries, in their Process or R&D groups. Also interested in exploring collaborative research opportunities with University Chemical engineering faculties.
General Management (28)			
	Administrative Assistant	064333	20 years experience as a cosmetologist, executive administrative support and customer service. Expertise in Fashion details and exceptional customer service support.



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Job Category	Job Type	One Stop Number	Profile
	Administrative Assistant	134189	Maintain confidential and sensitive information, managed Director and Clinical Trial Manager's calendars, schedule meetings and arrange travel plans, (both international and domestic) create itineraries and complies documentation for travel related meetings. .Assisted Global Trial Managers with filing of Clinical Trials documents according to the Trial Master File. Completed the electronic database for inventory of the archived documents. Collected and tracked regulatory documents for clinical Trials conduct, reviewed financial Disclosure forms for accuracy. Maintained tracking information for clinical dashboard for study conduct documents, patients recruitment and financial data. Archiving documentation into specialized electronic database which contained original records of files and pertinent records of documentation that needed to be retained by the company for justification to the FDA and US government.
	Administrative Assistant	314109	An achiever with six years experience as a successful credentialing Coordinator in a busy office where time management, communication skills and ability to work in unison with staff, physicians and outside contacts are vital. Credential and re-credential medical providers with all insurance companies, using different systems and programs such as CAQH. Maintain current Medical providers licensing, CDS, DEA and malpractice insurance. Complete online all providers applications with hospitals for Physician privileges and with the PHO. Work directly with Hospital Management to complete credentialing process and update Physician documents as needed. Maintain and update spread sheets and distribute practioner's insurance ID numbers with all Managed Care Organizations to manage billing, and for scheduling purposes. Liaison person between Physicians and patients in completion of Disability claims submission and follow-up.
	Client Relationship Manager	337137	A successful Client Relationship Manager recognized as an effective and motivational team player with a consistent track record in delivering bottom-line results; improving customer satisfaction and developing strong vendor relationships. Experienced in culture change integration, product development and account management. Maintained liaison relationship with Xerox's imaging/Xerox's and Iron Mountain's documentation retention platforms. Proficient in diverse software applications including Microsoft Word, Excel, and PowerPoint.
	Client-Relations Manager	149254	Results-driven client relations professional with fifteen years experience supporting employee teams and servicing client base. Ability to foster long-lasting and trusting rapport with clients. Talent for exceeding client expectations resulting in increased client retention. Experienced with compiling, reviewing and reconciling data, ensuring accurate reporting to clients and government agencies. Knowledgeable in Wealth Management Charitable Giving. Ability to communicate effectively with colleagues and all levels of management. Ability to work well in a fast-paced environment.



Profiles of Our Professionals



Job Category	Job Type	One Stop Number	Profile
	Customer Care/Administrative Specialist	056167	Seasoned Customer Care/Administrative Specialist with over 15 years of proven success in providing strategic direction and personalized assistance to internal and external clients in fast-paced results-driven environments. Developed and delivered targeted training programs and customized assessment programs to customer service staff. Industry experience includes financial services, telecommunications, website support and navigation, correspondence production, public speaking and training.
	Event Manager	293735	Goal oriented seasoned professional with expertise in special events management and development. Ability to learn new software for data base management and to recruit top corporate individuals. Honest and diligent worker with high expectations for top performance and goal attainment. Service delivery to non-profit human interest agencies where individual and family programs are important for the healthy development of community. Participates in a variety of community volunteer organizations.
	Event Planner	038353	A proficient and results-oriented individual with over 25 years combined experience in the marketing, graphic design and development/event planning fields. An entrepreneur with demonstrated success in management, staff training and development who possesses strong leadership, decision making, problem solving, supervisory and time management skills. A community organizer with certified expertise in open-space land preservation and historic preservation.
	Executive Administrative Assistant	188813	Highly motivated Executive Administrative Assistant with over twenty years experience in a corporate office environment. Objective, capable and able to assess the situation and come up with a productive resolution. Directly responsible for finance, human resources, payroll administration, database management, information network management, training and management of support staff and inventory control. Managed a variety of projects to help ensure successful and timely completion. Ability to interact with a variety of people at different levels
	Executive Administrative Assistant	325297	Experienced Executive Assistant to high level practice group leader at major international law firm. Managed and organized client relationships including timely billings, filing system and communications regarding accounts' status. Assisted partner with moving practice to new law firm and setting up bi-coastal offices. Utilized billing software, Excel and PowerPoint. Exercises discretion with respect to client matters and has interacted with demanding and high profile clients with diplomacy and professional service.
	Executive Project Manager	182146	A highly experienced and creative, team-oriented Nonprofit Executive who has demonstrated ability to lead diverse teams of professionals to new levels of success in a variety of nonprofit industries and fast paced environments. An impressive record of more than 15 years of hands-on experience in diversified fundraising and development, organization and program development, strategic and financial planning, community assessment and resource mobilization, executive level volunteer and board development, project management, staffing and team building, budgeting, and finance.



Profiles of Our Professionals



Job Category	Job Type	One Stop Number	Profile
	Facilities Manager	319212	Highly accomplished, diversified professional with over 18 years experience in facilities management, architectural design and technology implementation with a proven knowledge of CAD and various CAFM programs. Effective leader and team member who can quickly adapt to changing environments. Results oriented with a commitment to accomplishing the job on time and on budget. The ability to interact with all levels of management.
	Financial Analyst	358347	A multilingual Product Manager/Finance Analyst with demonstrated expertise in a number of assignments in high-tech industry. Recognized as an effective and motivated collaborator with a successful track record of developing and implementing strategies and programs. Focus on customer needs, drives and delivers bottom line results. Highly determined with a keen ability to make rapid and disciplined decisions. Technical expertise with Oracle 11i Item Master, Cost Management, Inventory, Bill of Material, Order Management, Supply Chain modules and Oracle Discoverer Desktop and Administration. Strong interpersonal skills and skills in developing high value propositions. Proven track record -- key member of new product management team which increased annual revenue from \$10M to \$30M. Strong analytical, project management, and communication skills. Expert in MS Office -- Word, Excel, Access and PowerPoint. Fluent in Japanese and English and moderate proficiency in French and Spanish.
	Landscape Planning/Architecture	924149	Twenty + years as ad agency principle (co. closed). Currently pursuing independent study. Landscape Architecture/Environmental Planning. Ultimately wish to pursue formal schooling.
	Management Consultant	311280	Skilled at all levels of the consultative / solution selling process; particularly strong in closing the sale and building rapport with customers. Exceptional hunter with proven ability to build / grow a territory, penetrate new markets and build market share. Recognized for time management and organizational expertise in building market share. Demonstrated management skills through goal setting, training, and coaching sales professionals. Well developed persuasive communication skills; able to interact with individuals at all levels.
	Manager/Business Planner	906989	"Go To" General Manager for real-time, measurable results on such business needs as financial turnaround, new business and product development, top line growth, bottom line improvement, organizational training and development. Experienced business planner and marketing/sales strategist with P&L accountability in both Corporate America and at major nonprofits. Trained project manager with business process management savvy. Proven proactive change leader focused on culture transformation built upon trust and relationship building. Genuine "people first" coach, mentor and team builder. Open communicator with balanced sense of urgency and sense of humor. Certified Six Sigma Green Belt and Total Quality Management Trainer. Budget management up to \$25MM on \$200+MM sales. Industry experience includes for-profit consumer packaged, commercial, financial and medical products and services; non-profit healthcare and human services.



Profiles of Our Professionals



Job Category	Job Type	One Stop Number	Profile
	Manager/Team Leader	225122	Experienced manager/team leader who leads by example. Dedicated to supporting corporate culture and promoting company values. Innovative without arbitrarily changing procedures which have proven effective. Empathic towards fellow workers, without becoming emotionally compromised; passionate about promoting excellent internal communication and customer service. Intelligent, trustworthy and generous with a strong sense of pride for a job well done and the soul of a poet.
	Operations Manager	119536	Multifaceted manager with 20+ years experience in strategic planning, diverse business unit operations, product/service development, organizational turnarounds and resource optimization. Profit-oriented with a talent for people management and creating a culture of performance. Excellent customer service skills with the ability to galvanize all levels of the corporate structure to surpass business goals. Seasoned in call center management, "results centered" research and proactive problem resolution. Reputation for policy/procedure upgrading utilizing cutting edge technology and cutting costs. Quick learner with a passion for success.
	Program/Marketing Coordinator	368868	Customer focused Program/Marketing Coordinator with experience in pharmaceutical speaker program promotions. Customer relationship management experience through building strong working relationships with pharmaceutical sales representatives and key opinion health care professionals. An aggressive self starter with excellent business acumen with the ability to make decisions and work on multiple projects. Easily assume the roles of Marketing Coordinator, Sales Support, Customer Relationship Manager, and Sales. Strong Organizational skills and attention to detail. Excellent computer skills using Word, Excel, Access, Outlook, and PowerPoint.
	Project Manager	110602	Achievement oriented business professional with a strong and diversified background in management, staff development, recruiting, sales and marketing. Aggressive, goal oriented problem solver with a solid record of success in executing marketing strategies. Effective communicator with strong interpersonal skills and ability to build positive relationships at all levels. Experienced professional with demonstrated abilities in operation management, goal-oriented contributor with a record of successfully identifying organizational needs and designing and executing effective strategies to improve efficiency of operations and provide e support to other units. Proficient in Word, Excel, PowerPoint .
	Property Manager	283802	Energetic property manager with over 10 years experience in managing rental properties and condominium associations. Very effective at competitive bidding, contract negotiations and coordinating capital improvement projects to meet deadlines. Excellent inter-personal skills and multi-tasking abilities.



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Job Category	Job Type	One Stop Number	Profile
	Records Manager	294241	Versatile, experienced professional. Reliable, hard-working and capable of adapting to changing goals and situations. Focused on prioritizing work flow to meet deadlines while maintaining confidentiality of sensitive records. General office management responsibilities including multi-tasking, cross-functional communication, and anticipating the needs of all team members to provide continuity of work flow. Also knowledgeable in resolving customer/vendor disputes and reconciling discrepancies.
	Residential Mortgage Credit Risk Manager	261953	Credit Risk Manager in Residential Mortgage with transferable analysis, organization and interpersonal skills. Credit risk and documentation expert ensuring adherence to originator credit and compliance guidelines. Savvy at reviewing and evaluating mortgage loans for compliance risk and deal quality. Achieved increase efficiency and performance by redesigning reports that more accurately summarized and quantified post closed loans according to credit, compliance and value. NASD Series 7 and Series 63 licensed. Willing to apply skills and expertise to banking or title companies or other related applications in the residential mortgage arena.
	Retail Office Manager	156422	Degrees in chemistry and graduate work in zoology. Over 10 years in retail primarily as office manager (and cash office), which involved coordinating with a number of other departments - solving problems, answering questions, and keeping things in general on track. Backup for receiving manager, service desk/front-end supervisor, and many other positions. Could do multiple tasks/jobs and keep track of the threads of each when had to jump from one to another.
	Sales and Operations Manager	318968	Seasoned Manager experienced in budget, payroll, and ordering merchandise. Hiring staff and staff reviews. Head of receiving merchandise and billing, to prevent shortages and keep inventory in line with corporate's budget. Responsible for weekly staff meetings to promote new sales programs, new products, increase sales, and better customer service. Had in-store promotions. Built large customer base. Staff always listed in corporate's top 25 sales monthly. Awarded Lifestyle Achievement Award, Top Ten Associate Royal Doulton Retail Division and entered into the Royal Doulton \$250,000 Club.
	Senior Meeting Coordinator	117769	Possesses working knowledge of Medical Education Speaker Bureau as a Senior Meeting Coordinator utilizing excellent interpersonal and organizational skills. An excellent communicator with proven ability to work both independently or in a cross functional team setting. Over 13 years experience serving customer base, including Physicians, Pharmaceutical Sales Reps and the community. Over six years proven sales abilities with proven sales achievements in pharmaceutical sales. Professional demeanor / enthusiastic with solid work ethic and commitment.



Profiles of Our Professionals



Job Category	Job Type	One Stop Number	Profile
	Technical Training Manager	000625	A corporate professional with strong leadership, interpersonal, organizational skills and customer service experience. Proficient in managing corporate ordering processes, training, coaching, supervising and teamwork. Nine years experience in technical training, ISD (Instructional System Design) and training development for Customer Service Representatives in the Call Center as well as Account Managers. High performer who enjoys developing people for excellent customer service and job performance. Excellent presentation skills.
	Training and Development Manager	077011	Results driven, award winning management professional with over 20 years experience. Special expertise in employee relations, training and development. Successfully recruited, interviewed and hired staff for top producing district in Mid-Atlantic Region. Proven high level of integrity and enthusiasm to motivate employees and support career growth. Outstanding leader with excellent communication, organizational, problem solving and team-building skills. Accustomed to a fast pace environment, delivering positive results with a positive attitude.

Graphic Design (1)

	Graphic Designer	202026	A dynamic and successful Graphic Designer with progressive experience using state of the art digital design platforms and software. Created an extensive range of printed material. Proficient at directing all facets of a design project from conception to final printed product. Able to adapt quickly to new software and communicate effectively with team members ensuring a positive outcome on all print projects.
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Health Services (3)

	Dental Technician	295985	Results driven Technician with more than 18 years in dentistry as chair side assistant; fundraiser. Contributor to program to help women with children offset the financial hardship while earning their degrees. I donated time to help renovate my school. I volunteer my time to the students scheduled to sit for the boards. I take each student to their boards for support. Willing to work in Dental Office or other school if possible.
	Medicinal Chemist/Synthetic Organic Chemist	363613	Extensive experience in synthetic medicinal/organic chemistry with a major pharmaceutical firm and have participated in efforts leading to clinical candidates. Experienced in the selection of synthetic targets, planning of synthetic routes, product isolation and purification, and spectroscopic methods of chemical identification. Consistent work of the highest quality reliably performed in a timely manner. Persistence in pursuing difficult challenges and a willingness to use all available resources to reach a successful outcome.



Profiles of Our Professionals



Job Category	Job Type	One Stop Number	Profile
	Strategic Business Manager	393782	Thirteen years of Health Care strategic business management experience. Implemented cost saving strategies, ways to increase organizational performance, developed and implemented departmental work flows and SOP. Extremely detailed oriented, excellent documentation skills and analytical thinking. Created training manuals for enterprise usage. Business Trainer and dynamic facilitator. Earned MBA from Caldwell College. Treasurer for the Board Association of the Hills, in Bedminister.

Hospitality and Food Services (2)

	Director of Food and Nutrition	197437	Results oriented hands-on Food Service industry professional with a history of success in fast paced environment. Superior marketing, forecasting, negotiating and planning skills to maximize organization's profitability through innovative sales approach. Built and established solid relationships with clients and all level of management. Proactive leader with motivational ability to guide staff in building a solid team with sound work ethics and commitment to customer satisfaction.
	Food Service Manager	019711	Key strengths: Project Management-Client Relationships - Customer Service-Employee Development-Operational Planning-Budgeting and Cost Controls. Streamlined menus and food production, reduced labor by 3.5 FTE and saved \$500K in food and labor costs. Instituted Sanitation, Food Handling and Safety training programs and the related follow up and documentation procedures. Developed catering programs to increase revenue and lower food costs leading to higher customer satisfaction.

Human Resources (14)

	Application Support Analyst	351954	Extensive experience in providing HR application support, design and testing. Write test scripts and perform testing for system upgrades, enhancement and acquisitions. Prepare design and technical specifications, and SOX documentation. Audit HR system validating integrity issues and providing resolutions. Expertise in creating queries and reports using SQL, or reporting tools to provide continuous auditing and analysis of HR system. Liaise with HR users and IT teams.
	Benefits Manager	313989	Benefits professional with significant experience in health, welfare, defined contribution and defined benefits plans. Analytical, detail oriented, multi-tasker with technical expertise, project management, communications and problem solving skills for the operation and restatement of plans. Knowledgeable regarding regulatory requirements, corrections processes and required government filings. Supervised and developed benefits staff and interacted with internal and external resources.



Profiles of Our Professionals



Job Category	Job Type	One Stop Number	Profile
	Human Resources Director	762670	Certified (SPHR) HR leader at the Manager and Director level with expertise leading delivery of all HR services for world class manufacturing and distribution operations in the Consumer Products and Information Services industries. Skilled in leading change, facilitating learning, talent management, coaching for improved performance and career development, mentoring, mediating and building HR credibility.
	Human Resources Generalist	004160	Human Resources Generalist and business partner with significant experience in private and public sector, international and union/non-union settings. Extensive business experience in a wide range of industries such as higher education, hospitality, technology and financial services. Contributed to the overall business mission and goals through the successful negotiation of an international labor agreement. Innovative leader, successfully implemented low and no cost recruitment and benefit strategies to increase employee engagement as well as manage change from merger/acquisition planning, due diligence and transition. Result driven professional, applied tactical knowledge to strategic challenges in start-up, audit and compliance of human resources practices, Utilized technology as a communication vehicle, provided reporting methods and measurements while increasing workplace efficiencies through process improvements.
	Human Resources Generalist/Advisor/Recruiter	490719	A talented Human Resources Advisor, Staffing and Recruiting professional. Assist Human Resources Managers in on-boarding, background checking and physical / drug testing, diversity hiring, employee understanding of EEO regulations and company policies, as well as job requirements, salary ranges, statement-of-work, and employee benefits. A true asset in retention strategies, employee development, and building entire teams for Business Units, IT, Financial / Accounting, and Sales / Marketing. Strengths include building vendor relationships and communicating effectively with executive management. Technical skills in building and maintaining employee Peoplesoft database including working with MS Word, Excel, and Outlook.
	Human Resources Manager	064861	Dynamic Recruiter with ten-plus years experience in both corporate and search firm environments. Recruited, screened, interviewed and hired administrative, accounting and finance professionals in the private and public sector. Worked with candidates of diverse levels as well as various industries. Posted jobs and placed employment ads in multi media. Checked references and conducted background checks.
	Human Resources Manager	118700	A multi-faceted professional, knowledgeable in all aspects of human resources, employee and labor relations, crisis mediation, contract negotiations and staff management. Recognized as a resource for all levels of employees in providing the highest level of professional service while reducing expenses. Expertise includes developing and implementing policies and procedures in accordance with laws and codes, human resource information systems, career development and life planning programs, employee training programs, employee evaluations and performance reviews, and ensuring needed talent management.



Profiles of Our Professionals



Job Category	Job Type	One Stop Number	Profile
	Human Resources Manager	239639	An accomplished Human Resource professional with 12 years of experience in fast-paced corporate and regional environments in healthcare and related industries. Experience held in HR planning, "full life cycle" recruitment, HRIS database management, performance management, compensation administration, HR compliance, employment law, HR/company event planning, supervision, coaching, project management, HR policy administration and union contract rollout. Willing to travel and take advanced training.
	Human Resources Manager	697659	Human Resources professional with extensive experience in organizational change and process improvement in medium and large sized, global, multidivisional companies. Focus on supporting product managers/product teams or technical and IT workforces as HR Business Partner. Respected as trusted advisor to leadership teams. Strategic orientation with specific expertise in the establishment of project teams and process improvement efforts. Proven abilities in recruiting and staffing, employee relations, conflict resolution, organization design, talent management, performance management and compensation. HR know-how with previous functional experience in new product introduction, product management, marketing, sales and sales management/sales channel support.
	Human Resources Manager	998300	Human Resources professional with a passion for benefits administration and experience in recruiting, employment law, on-boarding and out-processing procedures and employee relations. A self starter and team player with excellent communication and administration skills, as well as the ability to adapt to changing environments. Never afraid to roll up her sleeves and hit the ground running.
	Human Resources/Program Coordinator	402755	Dedicated Human Resources professional experienced in benefits administration handling COBRA, medical, dental, FSA, FMLA and NJLFA and meeting compliance requirements. Experience in recruitment strategically representing companies at job fairs and implementing processes for postings and relationship building at area colleges. Strong background in the development and facilitation of training programs, including job search seminars and a current seminar at Raritan Valley Community College titled "Job Survival and Success Skills". Diverse program coordination skills working within the guidelines of a federal grant to manage, coordinate, recruit, promote and outreach to students and community-at-large as well as oversee logistics and serve as a representative for 7-9 large scale career awareness seminars held at a local community college.
	Payroll and Benefits Manager	010037	15+ years experience as payroll and benefits manager, payroll processor and benefits administrator. Skilled at new hire documentation in a payroll system and working with 401(k) and various insurance and disability programs. Skilled at answering employee questions proactively about any payroll and benefit issues. Has a 4 year degree from St. John's University in Accounting and is working on a certificate in Human Resources at Union County College.



Profiles of Our Professionals



Job Category	Job Type	One Stop Number	Profile
	Payroll Supervisor/Coordinator	310021	Experienced in processing SAP and ADP payrolls for major corporations. Expertise in union, semi-monthly, and monthly payrolls with garnishment deductions, military pay, time processing, and bonus pay out. Adept at integration of diverse payroll systems following large corporate acquisitions.
	Project Manager	103913	Human Resources Project Management and Career Consultant in both corporate and academic environments. Experienced in: strategic planning, project management, outplacement assistance, HR outsourcing, executive coaching. Education includes Masters degree plus Project Management Certification.

Information Technology (33)

	Application Programmer	334994	Seven years of industry experience as an application programmer. Keen understanding of technology and proven ability to keep pace within rapid technology changes. Dynamic knowledge of all phases in project life cycle including design, implementation, testing, and project management. Demonstrated flexibility with "hands-on" ability to interact and communicate effectively across multiple functions and levels within a diversified organization. Customer-focused; able to work with Employers, Consumers, Wholesalers, and Manufacturers.
	Business Analyst	094528	Self-motivated, proactive IS professional who finds ways to work smarter and reduce costs while designing and testing systems. Developed clear and complete business requirements and system specifications. Verified that systems met requirements. Reduced peers' data preparation costs 80%. Avoided data design problems and costs by creating a data model that showed we could not merge 2 databases.
	Business Analyst	221349	Dynamic Information Technology professional with commitment to excellence. Incorporates detailed analysis with attention on the "big picture" for the delivery of successful business solutions. Through strong written and verbal communications, facilitates effective discussions, meetings and conference calls for the development of clear, concise and accurate business requirements. Quickly learns new technologies and business areas which leads to creative and logical problem resolution. With a passion for success and focus on client satisfaction, consistently delivers quality products which improve the effectiveness and performance of the client.



Profiles of Our Professionals



Job Category	Job Type	One Stop Number	Profile
	Business Analyst	402880	Information Technology field for over 15 years and grown through the ranks as a Help Desk Tech, Help Desk Supervisor and Help Desk Manager. Some of the roles performed were Instructor, Mentor, Team Lead, Facilitator and liaison between the user, Help Desk staff and upper management. Proficient in complex tasks reducing situations into the least common denominator and disseminating the orientation to responsible parties relating to the workflow. Excellent people skills with the desire to lead by example and encourage team participation when implementing or enhancing business models. With a positive attitude and thinking outside of the box, managing a team, objective or problems are handled effectively.
	Business Analyst	725330	Business Analyst with excellent business skills aimed at translating business needs to product solutions utilizing the System Development Life Cycle methodology in Pharmaceutical, Health Care, and Gourmet Food Industries. Experienced at leading projects from concept to completion delivering results on time and on budget. A demonstrated array of technical experience aimed at designing, building, testing, and refining client-server, web, and e-business applications adds value to the standard requirements of a Business Analyst or Project Manager through hands-on technical work and an ability to interact closely with technical project teams. In-depth knowledge of the Microsoft Office Tools, SQL Server 2000/2005, and Crystal Reports on the Windows XP and 2003 Server platforms allow for a role as an effective liaison between business users at all levels, and the infrastructure personnel supporting the user community.
	Business Systems Analyst	370227	Business Systems Analyst specializing in improving system performance, increasing user productivity and developing solutions to challenging business issues. Success achieved in reducing costs, automating manual processes, resolving user and system problems. Diverse IT background in application development, business and system analyses, project management, security administration and system upgrades, testing and training. Streamlined processing of multi-million dollar financial systems for Accounts Payable, Accounting, Treasury, General Ledger and Checkwriting (paper checks and electronic - EFT payment). Several years expertise in SOX remediation, EDI implementations, and disaster recovery testing. Industry experience in Healthcare, Pharmaceutical, Banking, Building Supplies and Advertising.
	Computer Programmer	294165	Offering years of extensive and diverse experience in multiple facets of computer languages and applications, coupled with the drive, initiative, and desire to excel. Expert organizer to accomplish the most detailed, sensitive activities while remaining within the prescribed policy.



Profiles of Our Professionals



Job Category	Job Type	One Stop Number	Profile
	Computer Programmer/Analyst	159369	Extensive experience in development of real- time embedded software in C and C++ with RTOS for variety of electronics products, and PC applications with significant contribution to launch these products in the field. Strong expertise in generating the product software architecture design, unit and system integration test plan; hands-on software development and the test execution; hands-on software bug investigation and correction. Extensive experience in using IDE tools, JTAG debugger and software version management tools, SW and HW integration using oscilloscopes and analyzers. Highly motivated and cooperative team player. Highly responsible for the product delivered on-time.
	Computer Programmer/Analyst	270761	Programmer/Analyst with experience in all phases of software lifecycle from specification through programming and testing to installation and maintenance. Familiar with clinical drug submissions and administrative experience as both a manager and assistant in research and educational arenas. Trained groups and individuals informally and in classroom settings. Diligent, trustworthy, and conscientious; able to function either independently or as part of a team; willing and eager to develop new skills and participate in all phases of an assignment.
	Computer Programmer/Analyst	719100	Over 18 years of total management and programming experience encompassing Pharmaceutical and Telecom industries. Familiar with C++ programming, Java programming, VB programming, SQL programming and website design. Extensive management experience having managed teams of analysts, programmers and testers in the successful implementation of multiple projects. Additional programming experience included Web based programming skills, Oracle development work and testing and validation for Quality Assurance. Exceptional problem solving skills with excellent interpersonal and communication skills. Extensive experience in Software Development Life Cycles for both Development and Maintenance projects and Software Quality Life Cycle (Testing, Process Implementation, SQA, Automation.)
	Data Entry Clerk/Admin Assistant	470776	Proven reputation with a consistent history of innovative time saving ways of doing things, quick Lerner skills include Ms Office, Power Point, Filing, Copying, Faxing and IBM As 400, Knowledge of HTML doing everyday tasks with ownership responsibility focused on challenge action and result. Improved productivity by creating and organizing filing system and computer documentation.
	Database Manager	107844	Experienced Oracle and SQL Server Database Manager with background in Big-4 professional services firms and telecommunications companies. Well versed in all phases of the system development life cycle and all operational aspects of large scale, highly available database systems.



Profiles of Our Professionals



Job Category	Job Type	One Stop Number	Profile
	IT Manager	039260	Hands on Information Technology Manager. Expert in analyzing existing systems/operations and implementing strategies, processes, controls and technologies to improve organizational performance. Broad experience in a variety of industries to include Manufacturing (Consumer Goods, Aerospace), Retail (Grocery, Apparel, Mail Order), Publishing, Financial Services, Logistics, Pharmaceutical and Non-Profits. Has worked as an IT Auditor, Project Manager, Database Administrator, IT Director, and Operations Vice President.
	IT Technical Support & Computer Operations Manager	353644	Experienced manager with a technical background in programming. Successful track record in computer operations turnaround assignments resulting in significant improvements in client satisfaction as well as reductions in operating costs. Exceptionally well organized with major focus on delivering projects on-time and within budget. Outstanding collaborative team builder using effective Staff Recruitment-Motivational-Performance Evaluation-Positive Morale techniques to achieve consistently superior results. Skills include Long-Short Range Planning, Project Scheduling-Coordination, Budget Creation-Analysis-Refinement, Procedures-Methodologies, Equipment-Software Evaluations. Competent and efficient management style.
	Program/Project Manager	334438	Influential, collaborative and focused leader with expertise managing global technology programs, portfolios and projects. Proven ability to quickly analyze key IT and business drivers and assemble resources to deliver results. Strong background in business process and technology development with core expertise in IT governance. Possess an ideal mix of program management, business and technical skills. Skilled at building, mentoring and motivating cross functional and globally dispersed teams. Proven track record managing budgets, expectations and risks associated with complex global business environments.
	Project Manager	149824	Experienced Information Technology professional proficient in project management, client relationship, software development and deployment, data center management and migration and alternative sourcing solutions. A leader, and team contributor, who values relationship building and mentoring. Quickly assumes decision making, risk and ownership of assigned responsibilities with the ability to effectively manage to client deliverables.
	Project Manager	377585	Top-functioning, results-producing executive deeply versed in software, hardware, product design and development backed by Agile Program Management expertise used to build real-world online backup solutions, created VoIP analysis tools, Edge routers, CTI devices, GSM cell phones, and wireless communication systems. Exemplary history of providing high levels of customer satisfaction while resolving complex issues and recommending improvements and feature enhancements that drive competitive advantage. Proven experience leading projects from requirements definition and design to system integration, verification, evaluation, certification, and launch. Adept communicator dedicated to building and motivating cross-functional teams that consistently exceed expectations.



Profiles of Our Professionals



Job Category	Job Type	One Stop Number	Profile
	Project Manager	500862	Proven exceptional interpersonal and project management skills with extensive experience in an ever changing telecommunications industry. Energetic and inspiring leadership greatly contributed to the remarkable accelerated video deployment equaling 24.8% of customer base penetration in a 3 year span, resulting in \$2.7M of billable lines. Excellent record of effective team leadership, proactive project management and support, resulting in improved cross team communication, performance and commitment to delivering the utmost in customer satisfaction. Strong example of creating and fostering harmony and understanding in this diverse cultural environment. Proficient in Spanish and Portuguese.
	Project Manager	617249	Proven, results oriented professional manager with a strong background in project management, MIS management, product management and marketing and manufacturing management. Skill sets and experience include business analysis, systems analysis, system design, logical data design, data requirements gathering, system consolidation, operations analysis, vendor management, vendor relations, quality assurance, service development, budget planning, sales opportunity development among others.
	Project Manager	896048	Highly motivated individual with extensive experience in Information Technology in the security brokerage and banking industry. Formed a project team, consisting of three consultants and two company employees in the development and implementation of a print migration system, from 3/9 Barcode to 2D Barcode and outsourced to a print vendor which improved production and reduced cost by 20% during the first 3 years. Also developed and implemented a cost and reconciliation system which presented an accurate cost analysis by ounce category. As a result, financial projections and goals were met.
	Project Manager	938908	Versatile, energetic and responsive Senior Project Manager / IT Manager with a proven record of success. Responsibilities included determination of project scope, and cost estimates to develop Statements of Work; technical support to sales group; contract negotiations with external business partners. Demonstrated expertise in managing the full project lifecycle. Returned savings to the client. Possesses deep understanding of how to utilize technology in delivering enterprise solutions on time, on target and ahead of schedule. Confident leader who possesses solid track record for leading and motivating technical teams to achieve high levels of performance.
	Senior Operator	348086	Senior Operator Professional with significant experience in troubleshooting problems for end users. Responsible for processing four trillion dollars a night. Had two hour window for completing work. Trained two different shifts in scheduling and maintaining job flow. Enjoys reputation for going above and beyond in resolving client issues. A self-starter who is seeking a position that will utilize his background in operations and training new personnel.



Profiles of Our Professionals



Job Category	Job Type	One Stop Number	Profile
	Senior Programmer	487912	Ten plus years programming experience with batch data processing, data analysis, and report generation in financial and telecom industry. Recognized for analytical ability, production trouble shooting, and system optimization and automation. Performed multiple database migrations and system up-scalings. Initiated and developed user friendly reconciliation tool resulting in major increase in user work efficiency. Technical aspects include unix data downloading from mainframe, processing , and uploading into various interfaces (Axys portfolio reporting tool, Oracle database, etc); designing, developing, implementing, and tuning Oracle applications in server and web environments; providing users with business analysis results from database. Proficiency with unix shell scripts and Oracle PL/SQL (such as stored procedures) among others. Motivated hard worker and team player known for helping peers with systematic understanding and problem solving.
	Senior Programmer/Analyst	966902	Results driven Senior Programmer Analyst with extensive experience in software development within financial and healthcare industries in supporting customer call centers in the US, Canada and India. Proven success in all phases of program design. Demonstrated skills from conducting business concept to program design and decision analysis. Excellent problem solving abilities with a track record of delivering exceptional results on time and within budget. Strong technical skills in COBOL, CICS, VSAM, DB2, JCL, BATCH, IBM UTILITIES, FILEAID, INTERTEST, XPEDITER, EASYTRIEVE, and MQ series of multilevel programming. Knowledge in C, C++ and POWERBUILDER front-end programming.
	Senior Software Engineer	260139	Senior software engineer highly experienced in all aspects of software development using many different technologies. As CTO, Chief Architect and Product manager of an independent software vendor in the mobile space, led 2-15 developers, QA and technical writing. Saw company's core products used by many Fortune Global 2000 companies from product concept through implementation and many release cycles. Authored several patents. Experienced development manager and project manager. Highly skilled at matching business and market requirements to technical design and architecture with a passion for building innovative solutions. Trusted by fellow developers, senior management, customers and investors. Worked six years in Switzerland; fluent in German and Swiss German.
	Senior Statistician	330407	Innovative, goal-oriented Senior Statistician with expertise in Marketing Research & Segmentation, Survey Research, Quality Assurance, Data Mining, Forecasting, and Biostatistics. Produces insightful statistical analyses for improving business strategy in the telecommunications, business consulting and pharmaceutical industries.



Profiles of Our Professionals



Job Category	Job Type	One Stop Number	Profile
	Service Delivery Manager/Engagement Manager/Project Manager	627612	IT Professional known as an excellent listener and business partner who understands the needs and challenges of business and users and effectively manages customer expectations. Two plus years with overall administrative responsibility for a company network with a strong focus on increasing efficiency and improving information security and integrity. 10 years in Oracle application development and support, e.g., completed implementation of a departmental system built with Oracle tools and requiring extensive customization of data structures, internal processing, the user interface and report library. Technical skills include: strong analytical skills—can create plans for management; developers can code from logic; extensive use of PL/SQL in data migration, remote system updating, extraction and reformatting, and business rules enforcement.
	Software Engineer	281322	Software development professional with 10 years of progressive experience. Proven leadership skills; served as both lead developer and technical lead in last two development assignments. Wide ranging capabilities include delivering product training, intensive technical consulting, and developing product-quality software utilizing cutting edge technologies. Innovator with strong desire to exceed objectives. Seeking position with considerable growth potential, or consulting position.
	Software Engineer	306675	Software engineering professional experienced in full software development lifecycle processes and methodologies. Managed software teams to architect, design, implement and test telecommunications products. Led integration and interoperability testing of complex networks. Project management experience, planning, executing and managing projects to successful completion.
	Software Engineer	370412	Over twenty five years of IBM midrange experience in software design, application development and business analysis in the retail, wholesale and manufacturing environments. Proven history in working with executives, the user community and technical experts to ensure that key business objectives are met. Strong technical knowledge combined with an outstanding ability to plan and manage contingencies.
	Systems/R&D/Test Engineer	259915	Extensive experience as a Systems/R&D/Test Engineer, on UNIX, Windows, and embedded platforms, in the telecom and other high-tech industries. Conversant with multiple PSTN call control technologies like CAS, ISDN, SS7 & FRAMERELAY, and modern IP based call control protocols like SIP, H323, MUX3G, RTP and RTCP. Familiar with a wide range of telecommunications development & test equipment and methodologies. Full SDLC knowledge of product development, starting with requirement collection and specification.



Profiles of Our Professionals



Job Category	Job Type	One Stop Number	Profile
	Technology Integrator	310391	An experienced leader who routinely delivers IT infrastructure and associated management solutions to mission critical production environments. Strategic planning and systems implementation in partnership with key business stakeholders to bring measurable enterprise value and rock solid operational stability. A technology integrations expert with a background leading diverse onshore and offshore teams. A personal philosophy and value system that inspires and leads by example, with an emphasis on teamwork, business process, metrics and iterative implementation of automation.
	Windows/UNIX System Administrator	094487	Responsive Systems professional with 10+ Years experience as Windows/Unix system administrator; Server/system administration in large data centers running mission critical applications and databases; Performance tuning of servers running Oracle databases and web applications; Experienced working with EMC, IBM Shark and NAS/SAN technologies; shell scripting, desktop/laptop support.

Legal Services (3)

	Attorney	287175	Extensive successful law practice focus on business planning and employment issues. Seeking a position in non-profit or higher education that is outside traditional law practice. Have background in college and law school teachings as well as setting up and running non-profit organizations.
	Attorney	292568	Highly motivated attorney with three years of experience. Solely responsible for 15-40 cases simultaneously at all stages of litigation. Responsibilities included researching and writing briefs, appearing at motion hearings and mediation sessions, preparing cases for trial, including all pre-trial submissions and preparation of fact and expert witnesses, and preparing Appellate Division pleadings. Solely responsible for trying domestic violence cases. Previous experience with corporate transactional paralegal responsibilities. Former Capitol Hill legislative staff handling health care, Medicare and Medicaid issues.
	Attorney and Compliance Manager	336889	Experienced Regulatory Counsel and Compliance Manager with specialties in Bank Secrecy Act (BSA), Anti-Money Laundering (AML), USA PATRIOT Act, Know Your Customer (KYC/CIP), Enhanced Due Diligence (EDD), OFAC, Private and International Private Banking (IPB) and Consent Order AML Compliance Remediation; specialist with extensive knowledge in International Banking, Private Banking, Wealth Management and Corporate Governance; and, Certified Anti-Money Laundering Specialist (CAMS). Also paralegal specialist for IPB identified and remedied corporate compliance deficiencies. Successfully obtained release from banking regulators cease and desist orders (C&D) allowing the business to move forward and develop the business in a compliant manner. Experienced in Public Utilities rate filings, tariff design and representation in alleged violations before regulators and courts saving clients millions of dollars in fines. Skilled in negotiations to convince executive management that pre-emptive compliance and best practices is the most cost effective manner to run and expand the business and maintain profits.



Profiles of Our Professionals



Job Category Job Type One Stop Number Profile

Logistics and Operations Management (4)

Communications Executive	288569	Confident, insightful and resourceful communications executive with demonstrated success leading marketing communications operations in challenging business environments at national and international levels.
Logistics/Transportation Manager	219644	A seasoned, team-oriented business professional with progressive experience in logistics/transportation management. Recognized for a common sense approach to logistics solutions, effectiveness in creating and maintaining service provider relationships at multiple levels, as well as forming synergistic alliances among varied business units. Successfully motivated others in the achievement of individual and organizational goals with an attention to detail. Key performance indicators: contract negotiation; team building/development; risk management; cost control; crisis resolution.
Operations Manager	421216	Thorough, efficient, and organized Operations Manager. Creative and versatile in devising, developing, implementing, and managing strategic programs to drive bottom line results. Strong analytical skills in troubleshooting and resolving complex problems. Experienced in the operation and maintenance of electronics systems, encompassing video, radio communications, and control applications. Adept at coaching, training, and leading other technicians to achieve successful project results.
Warehouse Manager	377491	Experienced Warehouse Manager, managing distribution, production, customer departments, as well as the facility. Areas of expertise: Leadership, operational work flow, staff management, project planning, communications, assembly/contract packaging, pick-pack fulfillment, RF technology, EDI / ASN technology, OSHA compliance, EEOC compliance, union arbitration, third party operations, inventory control, designing-moving, setting up warehouse operations, disaster recovery and crisis management.

Marketing, Sales, and Business Development (29)

Assistant General Sales Manager and Account Executive	501445	Sales Professional with extensive customer forward experience. Successful sales goal achievement in Transportation, Logistics and retail industries. Sales force leader who has built cohesive teams to exceed revenue targets. Proven project manager who can work well in group or individual tasks. Seeking a sales management position where this experience can be utilized.
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Profiles of Our Professionals



Job Category	Job Type	One Stop Number	Profile
	Business Development and Sales Management Professional	626848	Dynamic and assertive senior business development & sales management professional with proven reputation helping U.S. based, international, and multi-national original equipment manufacturers(OEMs) and stocking distributors achieve sales objectives, by overcoming the challenges of launching, promoting and selling their capital processing equipment and integrated systems, to global-based existing and prospective customers in various horizontal & vertical market sectors. Career is distinguished by way of: (1) working inside a variety of corporate cultures and a variety of U.S. based, international, multi-national cultures, in combination with (2) a diversity of horizontal & vertical market sectors and customer bases, coupled with (3) a vast assortment of capital equipment product lines / technologies, and by (4) implementing successful strategically planned business development, promotional marketing, and sales tactics, in combination with a leveraged, intimate knowledge of customer needs, resulting in (5) the purchase, sale and delivery of technical product/service solutions that provide the following advantages for customers: Reduced Manufacturing Costs, Improved End Product Performance, Increased Profitability, and Sustainable Growth Rate. Successfully demonstrated for each employer: team building, leadership, business and sales strategy development, product launch skills and a value driver mind set. Career progression attained through a professional network and reputation for creating value for both employers and customers. In support of above claims, U.S. based, international and multi-national employer, customer, and vendor references, and quantifiable sales results, are available upon request. Seeking similar position with U.S. based, international, or multi-national original equipment manufacturers(OEMs) or stocking distributors that are in need of, and would benefit from adding, experienced sales talent with already established customer contacts in various horizontal & vertical market sectors.
	Business Development Manager	834516	Experience in new business development, sales and marketing on a distributor level in the satellite television industry. Ability to meet and surpass sales quotas, averaged 15-20% year over year territory sales growth with previous position. Received numerous sales achievement awards. Seeking to use my skills with a growth company in emerging industry such as Green Technologies.
	Competitive Research/Market Intelligence Analyst	104509	Savvy, results-driven research and analysis professional. Lean Six Sigma Green Belt Certified. Expert at creating competitive advantage from fact-based data and insights, while enabling proactive and informed decision making for strategic planning, productive innovation, business development, forecasting, change implementation and due diligence. Adept at secondary research, trend tracking, competitive profiling, benchmarking and translating research findings into actionable analyses. Direct experience in healthcare, financial services and wholesale distribution industries.



Profiles of Our Professionals



Job Category	Job Type	One Stop Number	Profile
	Director of Sales, Account Management and Product Marketing	326226	Director of Sales, Account Management, Product Management: Product, Sales and Marketing professional who has developed, launched and sold innovative and large scale telecommunication products and service through his 25 year career. Expert in telecom software, equipment and services for both consumer and business markets, including large and small commercial accounts. P&L responsibility for VoIP, DSL, broadband, cable and voice services, the largest service achieved over \$500M in revenues. Most recently managed 6 person account team toward success in achieving \$150M sales quota with business accounts. Proven ability to deliver results in dynamic and highly complex business and technology environments.
	Director of Sales, Account Management and Product Marketing	394980	Result driven senior executive highly experienced in sales management, team leadership, and managing strategic partnerships with key accounts. Passionate and proactive visionary with broad experience in driving the overall sales function. Combined strong leadership, organization, and ability to develop and implement clear action plans across the sales organization in order to drive significant revenue results. Ability to build strong team performance, recruit extraordinary talent, and lead others to achieve ambitious objectives. Strategic thinker with strong imitative, enthusiasm, creativity, and energy. Persuasive, decisive, persistent, competitive, dedicated, disciplined, flexible, conscientious team player searching for a new challenge.
	Executive Sales Assistant	058688	Energetic, Executive Sales Assistant with broad experience supporting global organizations in various high tech professional service firms. Self starter, with outstanding organizational skills and adept at addressing client needs. Resourceful, intuitive, responsive facilitator routinely delivering on priorities within deadlines through persistent effort, attention to detail and follow-through. Assertive, confident, flexible team player and diplomatic negotiator dealing effectively with all levels of management. Recognized for achieving results in the revenue generating process with strengths in the areas of sales support, customer service and project coordination.
	Inside Sales Professional	458496	Inside Sales professional with the discipline to focus on the necessary tasks, along with the persistency to reach the people needed in order to accomplish and go beyond individual and team goals. Strong interpersonal skills; works well with all business units, optimistic, self-motivated and extremely responsive to customer (whether internal or external) needs. Diversified background in business process, CRM, troubleshooting issues.
	Insurance Sales/Agency Management	092838	A seasoned sales professional with more than 20 years experience in the property and casualty insurance industry. Strong agency management and sales skills were used to help key insurance producers achieve their written premium objectives. Experienced in the design and implementation of sales plans for insurance agents and brokers. Dedicated and tenacious team player with solid relationship management skills which were used in multiple Fortune 500 companies. Served as a trustee with special emphasis on property and casualty insurance and asset management issues.



Profiles of Our Professionals



Job Category	Job Type	One Stop Number	Profile
	Manager	276266	Professional manager with over twenty years of diverse industry experience in sales, marketing and customer facing roles supporting business and consumer markets. Accomplished track record in business development, account management, channel operations, marketing program management, product management (P&L responsibility), leadership and supervisory experience. Technology undergraduate degree plus MBA. Experienced communicator with excellent business writing and public speaking skills.
	Marketing and Media Planner	368505	Strategic integrated marketing and media professional with broad-based consumer focused marketing experience. Solid background in traditional and digital consumer and professional media planning and execution, consumer promotion and customer marketing planning, and execution, sports marketing and new product launches. Recognized as a solid internal and external business partner, and as a robust team leader and mentor. Consistently develop, execute and improve programs, marketing communications programs designed to drive brand growth.. Track record for driving profitable business growth through cost saving initiatives, vendor negotiations and organizational improvements. Initiated innovative programs and solutions based on my unique blend of client side marketing services, media agency buying and media vendor sales experience.
	Marketing Executive	018739	Proven leader as client-facing liaison to top tier companies, creating marketing and account strategy, and driving sales. Expertise in online consumer strategy and polished presenter. Over 15 years experience in consumer and B2B marketing, sales support, public and media relations. Solid management and supervisory experience. Created award winning online consumer campaign. Recognized by Senior Management for successful conflict resolution in high-pressure situations.
	Marketing Executive	081627	Successful executive with broad experiences leading organizations in operations, direct marketing, contact center and business development for respected and well-known brands serving high demographic and sophisticated consumer and B2B audiences. Open communicator and excellent motivator with strong analytical skills leading to effective problem/opportunity identification and innovative solutions. Built a track-record of continuous improvement and achieving the organization's objectives during periods of significant cultural change. Managed to P & L. Focus on customer experience, which drives customer satisfaction and creates profitable relationships.
	Marketing Manager	108614	A tech-savvy marketing and financial professional. Successful roles include balancing product, marketing and financial aspects of technology-based offerings. Introduced innovative products, developed pricing strategies, and led marketing programs. Solid track record in his approach with cross-functional teams and customer relations.



Profiles of Our Professionals



Job Category	Job Type	One Stop Number	Profile
	Marketing Manager	352066	A creative and results-driven manager with more than 10 years of agency and independent marketing experience, marked by strong sales and project management. Works well under pressure and responds to change by finding innovative ways to perform tasks and achieve objectives. Managed over \$9,000,000 in advertising budget for multiple accounts across the nation, producing all aspects of advertising, from radio and television, to print and web based. Increased sales for several different accounts as much as 240% over an average advertising campaign, through creative and effective marketing strategies. Has also launched, operated and sold two successful businesses.
	Marketing/Product Manager	310031	Has more than twenty-two years experience as Marketing / Product Manager. Desires a secure, challenging position utilizing business and decision making abilities to increase sales. Proactive in searching ideas for new product as well as building a partnership with vendors. Customer service oriented and sales supportive.
	Pharmaceutical Product Marketing	110572	Seasoned veteran with experience in chemical sales and marketing, including new product development for pharmaceutical industries. This experience also includes both development, sales, and marketing to the rubber, plastic, coating, water treatment, and paper industries. Member of American Chemical Society. Technical Degree; BA major in chemistry, minor biology.
	Publishing Executive	322103	Career publishing executive experienced in the printing of trade books and magazines. Has impressive record for fairness in the area of contract negotiations and staff management. Creative training and abilities allows to lead creative staffs to sound and cost effective decisions. Second career of model building has furthered his creative talents while training others in newly acquired skills of model building. Honest and loyal with the ability to inspire others to reach for higher creative goals.
	Sales and Marketing Professional	327081	Accomplished, results-driven sales professional with extensive experience in television advertising sales and marketing professional mediation and arbitration services to the legal and insurance professions. Exceptional record of success in new business development in media sales and as owner of start-up legal service firm, consistently exceeding revenue targets. Skilled in working with client television stations to ensure advertising solutions that meet customer requirements while generating maximum revenues. Earned reputation for growing business, solidifying account relationships and generating increased revenues in difficult economic conditions.



Profiles of Our Professionals



Job Category	Job Type	One Stop Number	Profile
	Sales and Operations Manager	032622	Director of Sales, Account Management, Product Management: Product, Sales and Marketing professional who has developed, launched and sold innovative and large scale telecommunication products and service through his 25 year career. Expert in telecom software, equipment and services for both consumer and business markets, including large and small commercial accounts. P&L responsibility for VoIP, DSL, broadband, cable and voice services, the largest service achieved over \$500M in revenues. Most recently managed 6 person account team toward success in achieving \$150M sales quota with business accounts. Proven ability to deliver results in dynamic and highly complex business and technology environments.
	Sales Engineer	029981	Seasoned Pre and Post sales engineer for multiple mainframe centric software companies. Thirty-plus years experience in the full gamut of pre and post sales activities for Blue Phoenix, Computer Associates, Information Builders, Cincom Systems, and Online Software. Directly involved in multiple million dollar-plus sales opportunities to multiple clients in numerous industries. Willing to travel up to 100% of the time.
	Sales Manager	197859	A proven, trustworthy and effective manager experienced in the development and maintenance of sales accounts. Streamlined operations through efficient recruitment, training and managing customer service representatives and delivery agents. This resulted in high sales volume, timely payments and low account receivables. Known for consistently earning bonuses based on performance and attaining sales goals.
	Sales Manager	216966	During 16 year career with previous employer as sales rep and sales manager, personally produced over \$10 million revenue and \$20 million through team of 12 telemarketers and five classified reps. Extensive experience hiring, training and directing effective sales personnel. Traveled extensively in northern NJ and eastern PA developing sales leads and serving clients' needs. Project management accountability included planning, design and fulfillment of various magazine products including photography and copywriting.
	Sales Manager	325078	Solid work history with a varied background in sales, sales management, promotion and marketing, primarily in the entertainment industry. Strong work ethic utilizing solid interpersonal skills. Determined problem solving aptitude with the ability to communicate clearly and effectively.
	Sales Professional	299977	Award winning sales professional who will raise record breaking revenue, utilizing extensive sales and management experience. Won awards at fortune 500 staffing company for consistently growing business in excess of 53% annually and increasing gross profit margin from 22.8% to 30.6% as a result of higher mark-ups averaging 68%+. Sold over \$1 million in revenue within 1.5 years, resulting in a sales performance that ranked in the top 10% of the division. Honorably discharged military officer.



Profiles of Our Professionals



Job Category	Job Type	One Stop Number	Profile
	Sales Trainer	280598	Results-driven sales professional with multiple therapy experience. Consistent producer who met or exceeded sales goals. Appointed District Sales Trainer and Team Quantitative Analyzer for strong analytical skills of territories. Recipient of numerous "on the spot" recognition awards from sales manager and home office for demonstration of excellence.
	Sales/Customer Service Professional	410595	A customer focused, Sales/Customer Service Professional that is dedicated to growing positive revenue streams for businesses by building long lasting relationships. Brings energy and creativity as a positive force to find opportunities and solve customer problems. Known by customers to be responsive to their needs.
	Sales/Product/Marketing Manager	238017	Experienced in inside sales, field sales, product management and marketing, with large companies in the information industry. Managed sales teams to exceed sales budgets. Developed internet based business databases which were marketed to public, corporate and academic libraries. Licensed content to third parties for redistribution. Negotiated third-party agreements.
	Trainer	134198	Sales, Recruiting and Training Professional

Network and Operations Management (5)

	Global Network/IS Operations Executive	050641	Versatile, energetic and responsive Global Network/IS Operations Executive with a proven history of success. Creative and persistent problem solver who thrives on challenges, is cool under pressure and gets the job done. Confident, ambitious and enthusiastic team builder who possesses outstanding interpersonal and excellent presentation skills. Hands-on/empowering leader and coach, thorough planner and win/win negotiator dealing effectively across all levels of the organization. Accustomed to a fast pace and multiple projects, balances competing agendas while consistently able to grow the business and achieve both corporate and customer service.
	Network Engineer	09510	Responsive and reliable systems specialist applying sound computer principles in programming and networking. Developer of efficient, stable, and reliable computer systems to serve banking, consumer electronics, warehouse management, book distribution and pharmaceutical marketing.



Profiles of Our Professionals



Job Category	Job Type	One Stop Number	Profile
	Operations Executive	193443	Profit driven strategic operations executive, globally seasoned in providing thorough consultative and influential recommendations resulting in an organization's market growth. Over 10 years of revenue driven experience in Financial Services and Real Estate franchise industries. Created and implemented strategies for successful management of domestic and international projects through completion. Extensive experience in strategic operations, consulting, business development, technology implementation with above average innovation management, customer service, project management, business planning and presentation skills.
	Operations Manager	010040	Experienced in all aspects of starting and operating manufacturing, wholesale, importing, consumer products businesses.
	Operations Manager	178747	Efficiency and effectiveness driven Operations Management Professional with proven track record of achieving business goals of strategy, product and process development, improvement in operational maturity and efficacy through implementations of Design-to-Cost and Time-to-Market methods as well as organizational change and innovation development. Consistently delivers business oriented results in areas of governance, compliance and risk management (GCR), continuous process improvement and policies development and implementation. Expertise in implementing organizational turnaround and restructuring programs under strict schedule and budget constraints. In-depth understanding of product lifecycle management (PLM), supply chain and procurement processes in diverse environments from small entrepreneurial entities to large multidivisional business units of multinational conglomerates. Highly personable, effective team builder and player, diligent and trustworthy; readily assumes ownership of business processes and tasks enhanced through adoption of risk mitigation, constraints and real options based management approach.

Procurement and Supply Chain Management (3)

	International Supply Chain Manager	289461	Profit driven results orientated manager highly experienced in international supply chain management and strategic business planning. Multi industrial experiences encompasses total quality management business process improvements and cost saving initiative programs. Able to assess and adjust to all business levels by applying value added and continuous improvement processes. Consistently produces outstanding P & L performance measured by increase in profit. A firm but diplomatic negotiator who performs well under pressure and has excellent communication skills.
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Profiles of Our Professionals



Job Category	Job Type	One Stop Number	Profile
	Project Manager	028942	Achievement oriented business professional with a strong and diversified background in supply chain management, procurement, logistics, credit, accounting, financial analysis and marketing support. Six Sigma certified with excellent analytical and organizational aptitudes. Proven ability to manage assets in multi-million dollar companies to achieve corporate objectives and targets. Problem solver, effective communicator, proactive in interacting internally to implement change, as well as building collaborative relations with outside business partners. Proven ability to manage materials, information and financial flows from supplier to end user.
	Senior Manager	049604	Profit driven senior manager highly experienced in global supply chain management, supplier performance improvement and business development initiatives. Broad-based experience encompasses cross-functional management, strategic business planning, business process improvement and a sound understanding of manufacturing and procurement processes. Consistently produced multimillion-dollar revenue results through cost saving initiatives and organizational improvement programs. Diligent, trustworthy and internationally astute; able to assess key economic indicators and business needs before implementing value-added action plans. Easily assumes executive decision making, risk and ownership of plans with ability to effectively manage through periods of dynamic growth and change. Outstanding P&L performance measured by revenue growth, streamlined operations and managed costs.

Product, Program, and Project Management (35)

	Attorney/Systems Analyst	195788	A diverse professional and licensed attorney admitted to the bar in the State of New Jersey and the Commonwealth of Pennsylvania seeks a compliance officer/specialist or attorney position. A technology savvy attorney with certification in the SAP Financial Accounting Solution and experience prosecuting security fraud and employment discrimination claims resulting in successful settlements.
	Business Analyst	130191	Extensive experience in all facets of customer interface including export, order processing, shipments and Inside Sales. Utilized state of the art SAP system support. Assignments included working for multi-national companies in Europe and the U.S. Fluent in German. Streamlined and improved entire export processes for domestic and international companies.
	Global Operations Manager	072432	Accomplished Global Sourcing and Operations Manager with expertise in complex project management, vendor management (including negotiations), operations, and finance. Project leader of global cross-functional teams. Consistent cost savings of \$4-6 million annually. Consistently rewarded with high-visibility, ultra-sensitive projects. Supervised over 200 personnel including management, union-represented personnel, and contractors. BS in Business Administration, Finance and Accounting. MBA in Global Management. CPM in progress. Microsoft Office including Projects. Experience with Ariba and SAP.



Profiles of Our Professionals



Job Category	Job Type	One Stop Number	Profile
	Product Management Director	816986	Product Management Director (mid-level) who managed AT&T's Internet Network as it grew from a second-tier contender to the industry leader in reliability, performance, technology, traffic, and market position. Also experienced in directing the support services product and new Internet services business development. Strategic Business Planning Director (mid-level) in strategic planning processes and plans, strategic and financial analysis, portfolio planning, market research, market positioning, new business development, and Hoshin / Strategic Management. Enhanced insight through prior experience in marketing, financial accounting and systems, software development, and a range of industries.
	Product Manager	995646	Achievement oriented business professional with 30 years experience in the optical industry. A career path which spans from a dispensing optician, management at retail optical chains, to VP of Purchasing to most recently VP of brand management and product development for one of the top optical companies. A proven track record of maintaining strategies for executing and developing 13 prominent sun and optical eyewear collections. Some accomplishments include: Quoted in Trade Publications, was a recipient of Jobson 50 Most Influential Women and was highlighted in an article of O Magazine on "How to Select Eyewear." A graduate of Berkley School of Fashion Merchandising also serves as spokesperson for The Vision Council and is an optical industry consultant.
	Project Management	063688	A market focused product and service development and marketing professional with a successful record of driving innovation to attract new customers, increase revenue and reduce operating expenses. Specializes in helping companies use the "customer voice" in product definition to identify opportunities, create new ideas and generate product innovations that will expand sales into new markets and increase top line revenue. Broad experience in the telecom market at industry leaders such as Avaya, Lucent and AT&T. Responsible for transforming the business and driving improved performance through the integration of the voice of the customer within Marketing, R&D, Product Management and Manufacturing.
	Project Manager	032844	High energy, hands-on manager and leader with broad-based business and technology experience to improve business productivity. Extensive experience leading management staff and department personnel in the areas of IT, Customer Service, Inside/Outside Sales, Collections, Routing/Dispatch, Production, Inventory, Warehousing and Office Operations. Emphasis on process and flow for an organization to bridge the gap between technology and business processes.
	Project Manager	059838	Diverse business background in marketing operations, project management, strategy and sales. Experienced in business planning, coordinating and leading teams, tracking and reporting, vendor management, contract negotiations, convention planning. Excel at project implementation and execution. Strong analytical skills, with exceptional attention to detail. Excellent problem solving skills with an eye for process improvement opportunities. Motivated by achieving quality results in a fast-paced, customer-focused environment.



Profiles of Our Professionals



Job Category	Job Type	One Stop Number	Profile
	Project Manager	063235	Highly technical Program/Project Manager who excels in getting cross-functional and worldwide organizations/vendors/companies to work together to achieve the needed results. Experience includes engineering program and project management, training program management, website interface design, knowledge base/content management design, vendor relationship management, lead software engineer and customer support experience.
	Project Manager	078900	Seasoned PMP and IT Professional with over 20 years of project management in major corporations. Skilled in business IT relationships, methodology, compliance, roll-out, assessment, and metrics. Management, Coaching, Mentoring and Employee Development.
	Project Manager	109645	Project Management Professional with extensive experience working for Fortune 500 companies. Previous experience includes leading high-visibility and high-value projects impacting organizations' success. Has a management approach that is results-driven and proactive. Has consistently demonstrated the ability to make seamless transitions to new environments. Excellent transferable skills and problem-solving skills which would add value to any prospective organization. Working knowledge of Microsoft Office applications including Project, SharePoint, Visio, Access, Excel, Power Point, Word and Outlook. His greatest assets as a Project Manager include the creation and execution of project management methodologies, life cycles, processes and best practices. His adaptability and flexibility have allowed him to develop expertise in such areas as Strategic Planning, Business Analysis and Change Management.
	Project Manager	115585	Self-driven Manager experienced in strategic planning, project management, facilities planning, operations, process engineering, finance, and team leadership, who was a member of key teams producing savings exceeding \$300 million. BS, Management Science, Kean University. MS, Management Science Technology, Stevens Institute of Technology.
	Project Manager	125323	Achievement oriented business professional with a strong and diversified background in: Project Management, Operations, Engineering, Release Management, Process Re-engineering, Sales and Marketing. Effective communicator with strong interpersonal skills and ability to build positive relationships at all levels (business & technical). Certified Microsoft Professional: MCSE, MCSA, A+, Networking +
	Project Manager	140869	Energetic professional with eighteen years of proven results in developing and improving innovative processes to maximize resources within budget constraints. Recognized for outstanding customer focus as a direct result of effective communication skills and strategic time and personnel management. Successfully managed a team of compliance analysts to ensure Prescription Drug Marketing Act (PDMA) sampling compliance. Varied areas of expertise include customer support, purchasing and project planning and management. Bilingual in English/Spanish.



Profiles of Our Professionals



Job Category	Job Type	One Stop Number	Profile
	Project Manager	159515	<p>Seasoned Contract, Sourcing, and Project Manager with more than ten years of significant experience in the organization, development, execution, and direction of programs and initiatives facilitating product development and achievement of business objectives, emphasizing management of contracts for multi-site clinical investigations supporting next-generation development of pharmaceutical products. Background encompasses proficiency in areas including outsourcing, contract negotiation/management, resource allocation, vendor relations, project coordination/leadership, and information management.</p> <p>An effective communicator, facilitator, and leader with negotiating skills, clinical/technical knowledge, administrative proficiency, the ability to work independently or within a team environment, and the capacity to coordinate complex details and gain consensus among decision-makers in charting courses of action, consummating transactions, and completing projects.</p>
	Project Manager	162542	<p>Senior IT and business operations executive with expertise in managing IT and Business projects, business/systems integration and other disciplines. Experience in Financial, Publishing, Manufacturing, Non-Profit, and Consulting industries with a track record of achieving results. Record of multiple large, complex project implementations with major system integration requirements -- including COTS, custom, and web-based/portal environment. Demonstrated success in management of operations groups and processes in a variety of industries. Track record of identifying improvement opportunities and utilizing new technology to improve the value of staff and the bottom line. Proven results in managing risks, streamlining business processes, balancing user requirements and exceeding client expectations while meeting business objectives.</p>
	Project Manager	182511	<p>Innovative, detail oriented, senior manager. Flexible, with strong interpersonal and team building skills. Recognized for hands on sales, procurement, and management activities. Proven ability to analyze work processes and make efficient improvements. Managed costs and administrative and technical directions, and maintained effective liaison with clients. Managed all procurement and project related financial activities.</p>
	Project Manager	185851	<p>Customer focused and results driven professional with over 8 years experience in project managing, consulting, implementing, and quickly adapting to changing environment. Built strong relationships with customers by understanding their needs and collaborating and managing internal and external business partners to deliver value-added solutions. Effective leader and team member; demonstrated the ability to lead various projects to successful completion by establishing standards of quality. Developed project plans, identifying timelines and critical milestones; budget estimates; requirements; change management configuration; contract/vendor management; and project status and executive reporting. Dedicated and detail oriented professional, looking to be part of a team with little or no supervision and an opportunity for advancement.</p>



Profiles of Our Professionals



Job Category	Job Type	One Stop Number	Profile
	Project Manager	260440	High Performing, innovative project management professional with expertise in directing cross functional teams to support successful registration and life cycle extension of drugs and devices in the pharmaceutical industry. Strengths include risk management, resource management, staff coaching/ development, and negotiation skills. Background in CRO/vendor management, medical and regulatory writing, task force leadership and process improvement. Experience in Phase I-IV global and US clinical research programs in broad range of therapeutic areas. Managed up to 40 staff and 9 direct reports.
	Project Manager	289100	Creative and tenacious Senior Business Analyst / Project Manager with a proven record of success in solving business challenges by delivering technology solutions. Noted for using leadership and negotiation skills to effectively develop accord at all levels of management. Recognized for achieving success in delivery of projects ahead of schedule and below budget, and in raising levels of customer satisfaction. Conversant in French. Areas of expertise include Project Management, Business Analysis, Technology Management, Product Management, Release Management and Applications Implementation.
	Project Manager	311719	Experienced Senior Project Manager, Project Engineer, and Business Analyst. Dedicated, focused, and involved to identify and resolve problems on engineering, infrastructure and system development projects (valued up to \$1B) in the defense and telecommunications industries. Achieved success in vendor management, business processes, financial management, database management systems, contract management, statistical analysis and technical writing. With a BE in Mechanical Engineering, MMS in Operations Research and a PMI certification, a team leader who is ready to deliver projects on time, within cost, while meeting customer's requirements.
	Project Manager	314313	Senior systems engineer with management experience. Expertise in information security. Thorough problem solver with broad-based experience. Analytical individual skilled at developing customer requirements, defining systems architecture, performing trade-off studies, writing technical specifications and developing proposals. Skilled in working with diverse groups including customers, sales personnel, management and technology professionals. Unique combination of technical and business perspective. Project manager with excellent communication skills and team leading abilities. Known for getting the job done on time within budget.
	Project Manager	316376	PMP Professional with extensive experience within the health care industry. Primary focus on project planning for Clinical R&D and Regulatory Affairs. Proven success in timeline management and coordinating global regulatory submissions for project teams. Broad knowledge of the drug development process. An energetic team player with strong interpersonal skills that builds constructive relationships to meet deliverables.



Profiles of Our Professionals



Job Category	Job Type	One Stop Number	Profile
	Project Manager	344065	Senior level professional with practical experience in diverse range of technology and business solutions. Expertise includes solution integration and implementation, Program or Project management, Data Warehousing & Businesses Intelligence. Various projects provided subject matter expertise (SME) and thought leadership for business process improvement, strategy development, architecture and design that resulted in lowering the total cost of ownership of enterprise systems.
	Project Manager	364628	PMI Certified senior project manager with extensive tactical and strategic experience in refining and re-engineering design, automation, migration and integration efforts of financial, accounting, imaging data warehouse, content management systems in financial, media and cosmetics industry.
	Project Manager	417936	Accomplished PMI certified Project Management Professional (PMP), Business Analyst and Documentation Specialist with over 10 years of information Technology (IT) success within the telecommunications, financial, pharmaceutical and insurance industries. Key emphasis is in managing the design, implementation, support or maintenance of complex, multi-functional information systems, B2B website applications, software development and infrastructure projects. Qualified to lead cross-functional project teams through the initiation, planning, monitoring, execution and closure phases according to scope, time, cost and quality. Adept at applying the Systems Development Life Cycle (SDLC), Qualified to participate in the project development lifecycle including, requirements, analysis and design, testing, user training, deployment planning and support models. Known for consistently bringing projects in on time, within budget and with limited guidance and oversight. Strong background in identifying opportunities and developing new business strategies or processes. Proven history of reducing costs, improving efficiency, increasing productivity and successfully achieving business goals and objectives.
	Project Manager	435587	Accomplished PMI Certified Project Management Professional (PMP) with over 10 years of Information Technology (IT) and business analysis success within the telecommunications, financial, pharmaceutical and insurance industries. Key emphasis is in managing and delivering complex infrastructure initiatives, B2B website applications, and software development projects with budgets ranging from \$100K to \$8M+ Qualified to lead cross-functional project teams through the initiation, planning, monitoring, execution and closure phases according to scope, time cost and quality. Expert in creating the necessary project artifacts for managing and reporting the progress of a project. Known for consistently bringing projects in on time, within budget and with limited guidance and oversight. Strong background in identifying opportunities and developing new business strategies or processes. Proven history of reducing costs, improving efficiency, increasing productivity and successfully achieving business goals and objectives.



Profiles of Our Professionals



Job Category	Job Type	One Stop Number	Profile
	Project Manager	486104	Certified Project Management Professional (PMP), Results-driven leader with a proven ability to lead complex projects and programs, develop appropriate strategies, resolve related issues and work effectively with all stakeholders ensuring that all objectives are met. Strength in managing cross-functional project teams, including global teams. Experience in diverse industries including public utilities, healthcare, and consumer goods. Recently led mainframe decommissioning project that provided immediate reductions on corporate operating costs of up to three million dollars annually.
	Project Manager	496891	Specializing in ERP / EQMS / QA / QM implementations, process improvement and systems integration for the purpose of cutting cost, improving efficiency, increasing policy compliance, and adhering to Federal regulations and guidelines. Experienced within a number of industries, including Pharmaceutical, Medical Devices, Telecommunications and Banking.
	Project Manager	947880	Certified Information Technology Project Manager with a diversified background in Business Process Reengineering and Business Analysis, in addition to his core competency in Project Management. Recently masterminded a project that created a simple, easy to use Global Sales Pricing Approval Tool for a major corporation that improved discounts by over 13%, increased margins by over 9% and reduced sales cycle time on over \$2B in transactions. He is looking to attain a challenging Project Management, Program Management or Business Analysis position.
	Project Manager, Office Furniture	204655	Office furniture professional with extensive industry experience, including Project Management, Account Management and Interior Design. Skilled at managing high profile projects locally and across the country, experienced interacting with personnel from construction crews to company principals. Excels at organization and has created systems to develop schedules, establish and maintain inventories, and streamline projects. Highly effective while working in fast paced environments to complete projects on time and within budget.
	Project Manager/Business Analyst	375908	Results-oriented project manager with business analyst, operations management and process improvement focus and proven record of accomplishment in systems operations. Disciplined and a strong problem solver with the ability to communicate, build relationships and influence at executive and staff levels. Lead cross-functional teams in managing expectations, obstacles and results. Conceived, managed and implemented many high visibility projects for products and services in the financial service industry that were both client facing and for productivity gains. Built a recordkeeping operation from the bottom up and reengineered another faltering operation to a highly competitive state. Profit/Loss and strategic planning responsibilities. Hands-on style. Currently studying for PMP Certification.



Profiles of Our Professionals



Job Category	Job Type	One Stop Number	Profile
	Project Manager/Engineer	002577	Quality driven Senior Engineer experienced with the software product life cycle. Highly experienced with project management, engineering, development and testing. Ability to perform well under pressure, multitask during customer driven schedules, and the ability to quickly grasp a problem and determine the most effective solution. Independent, self motivating and quick self learner. Works well with Engineers during the product life cycle.
	Purchasing Manager	212555	A seasoned Supply Chain Management professional with core experience in sourcing, procurement, purchasing, planning, and inventory control. Would perform at a high level as a Purchasing, Sourcing, or Project Manager, Sourcing or Inventory Analyst, or Brand Manager. Has mass exposure to most key business units, with a detailed and invaluable understanding of each. Has a great appreciation and comprehension for the need for extensive inter-action between the units, to produce success as the norm. Owns a strong concept for numbers in business; particularly in estimating, approximating, forecasting, and trending, including trendsetting build-out. Has exceptional skill and intuition for planning, buying, and product logistics. Is absolutely forward-thinking, an optimist, and with the knack to always expect and work to achieve successful results, always with the big picture in view. A true team player when and as required, yet performs at a high level in an isolated business environment. Extensive business background across many industries; Pharmaceuticals, Beauty and Healthcare, Apparel Retail, Design & Engineering, Industrial Power Generation, Industrial Construction, Nanotechnology, and Parcel Delivery. Versatility, dependability, and integrity are operative descriptions of this subject.
	Senior Project/Training Manager	328389	Profit-driven Senior Manager with deep expertise in designing and leading organizational change initiatives that consistently drive multi-million dollar improvements to profitability, revenue, cost, and other operational and organizational performance measures. Broad-based experience encompassing strategy, process improvement, organizational development, change management, cross-functional management, project management, training, coaching and facilitation. Creative, resourceful, hands-on problem solver. Developer of systematic, integrated solutions. Collaborative team player, comfortable with everyone from the C-Suite to the shop floor.

Quality Assurance (4)

	Consulting Engineer	173401	Diligent, trustworthy and results-driven professional with international experience. Quality Engineer / Quality Auditor / Quality Manager / Industrial Engineer / Consultant. Diverse manufacturing, sales and public sector accomplishments. Increased plant output by over 25% using quality tools and techniques. Certified Six Sigma Green Belt, Certified Quality Auditor from American Society for Quality. Advanced Communicator Silver (9/2008) and Advanced Leader Bronze Awards (11/2008) from Toastmasters International. Seeking Consulting, Quality Manager / Engineer / Auditor / Process Engineer position in either manufacturing or service industries.
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Profiles of Our Professionals



Job Category	Job Type	One Stop Number	Profile
	Manager/QA Auditor	324615	Quality Assurance and Production professional with over 19 years experience developing and implementing corporate strategies to grow the business. Proven team motivator and leader with expertise creating global business processes and establishing global quality standards resulting in increased sales, higher levels of production, and improved on-time delivery.
	Quality Control Manager	604183	Over fifteen years experience in different areas of Quality, including quality control and assurance, laboratory controls, microbiology and analytical chemistry tests. Excellent knowledge of EPA regulations, FDA inspections and Good Manufacturing Practices. Special skills in handling laboratory equipment such as HPLC, GC, TLC, UV, IR, and wet chemical techniques.
	Software Quality Assurance Manager	328218	An accomplished, dedicated Software Quality Assurance Manager and Senior Team Leader. With over sixteen plus years experience that provides strengths in leading, problem solving, analytical reasoning and decision making. Masterminded the art of making applications "bug" free using testing tools: HP Quality Center and SQA Robot. Reduced company costs by managing and restructuring the testing group, and implementing a formal methodology.

Research and Development (9)

	Chemist	276984	Results oriented biochemistry / chemistry PH.D. professional with a strong track record of pharmaceutical industry accomplishments in analytical research and development. Diligent, highly adaptable and resourceful team leader and individual contributor experienced in working effectively with all levels of personnel, customers, vendors, consultants and business partners. Experienced with cross-functional teams, matrix management, and working groups dedicated to spearhead issues. Contributor to company Initial New Drug (IND) Amendment and New Drug Application (NDA) submissions for oral spray products. The company NDA received FDA approval.
	Chemist	306192	Physical organic chemist experienced in organic chemistry, analytical measurements, formulation development, process engineering and program management. Skilled in characterizing a wide range of systems with a variety of analytical instruments. Background in formulations containing organic compounds, polymers and surfactants, process engineering, statistical process control and in-line process analysis. Strong problem-solver and trouble-shooter with a data driven approach.



Profiles of Our Professionals



Job Category	Job Type	One Stop Number	Profile
	Clinical Research Associate	258463	High performing, innovative and results oriented certified clinical research associate with a strong professional and educational background in Biomedical Informatics, Clinical Data Analysis/Management, Quality Control/Assurance, Document Management and Technical Writing. Acquired Master Degree in Biomedical Informatics from University of Medicine & Dentistry New Jersey and received CRA certification from Kriger Research Group International. Excellent knowledge of FDA Regulations and ICH Guidelines for Clinical Research/Trials. Well versed in GxPharma, EDMS, Documentum, TrackWise, HP/Mercury Quality Center, Remedy, e-Cabinet, MS Excel, MS Access, and MS PowerPoint.
	Microbiology Manager	152435	Extensive history of accessing and improving laboratory functionality, ultimately providing proficient and compliant laboratories. Designed and developed new laboratories. Strong technically, with significant experience in the pharmaceutical, clinical, research and cosmetic fields of microbiology. Understands the importance of continuous communication with individuals both within and outside the department. Certified Specialist in Consumer and Industrial Microbiology (NRCM).
	Prototype Engineer	161402	Prototype Engineer in R&D Environment for a Fortune 100 Company across sectors of Aerospace and Automotive. Skilled at taking original ideas and turning them into deliverables to the customer.
	Research and Developmental Scientist	346313	Chemical and Environmental R&D professional with expertise in development of environmentally sustainable technologies, from conception into product development. A proven reputation for driving improvements to process development activities and successful technology transfer. Known for strong ability to identify, break down and solve complex problems and apply a multidisciplinary approach. Experienced in chemical and biological decontamination, nonthermal plasma applications, and analytical chemistry. Led projects to develop advanced sterilization and decontamination processes for medical devices, infectious waste, and indoor air.
	Scientist	404968	Has B.S., M.S. and Ph.D degrees in Physics. Early research was focused on atomic cluster. Subsequently, did research and development in the fields of CMOS, Semiconductor materials, MEMS, and nanotechnology. In recent years, work included adaptive optics, cell incubators, micro-fluidics, plasmonic and fabrication of other devices. Has extensive experience with fabrication and analytical equipment as well as processing, process development and process integration. Authored over 50 technical papers and has accompanying patents. Currently seeking a position in Research, Development, Manufacturing or Teaching.
	Scientist/Medical Writer	094329	Medical publications, product development scientist, regulatory medical writer (SOPs CMCs) with 10+ years experience in the pharmaceutical/biotechnology industry developing and implementing strategic publication plans. Skilled in multiple therapeutic areas (cardiovascular/thrombosis, metabolism, and oncology), experimental therapeutics, biomedical research, small molecule drug and vaccine development, medical and regulatory writing. Excellent interpersonal, oral and written communication skills.



Profiles of Our Professionals



Job Category	Job Type	One Stop Number	Profile
	Senior Management Consultant	596165	Senior Management Consultant with an applied mathematics, finance, engineering, and management accounting background and experience with a global telecommunications, venture capital company and paper Industry. Teacher of Management Sciences, finance and statistics at graduate level. Proven abilities with extensive use of SAS/BI with data and Systems Development. Highly skilled at negotiating consulting contracts, managing projects across organizations to successful completion within budget. Provides a wide range of analytical consulting, project management and systems development services to various business units. Core competency includes; Portfolio Optimization, Financial Analysis, Quality Control, Business Process Re-engineering, Decision & Risk Analysis, Statistical Modeling, Six Sigma Modeling, Business Planning, Forecasting, Simulation, Inventory Control, Stochastic Optimization, Project Management, and System Development. Managed unstructured business problems with aggressive goals under team environment.

**Job Category****Job Type****One Stop Number Profile****Professional Service Group
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When inquiring about a Professional, simply refer to the "One Stop Number" shown in this Bulletin.