



Professional Service Group of Central New Jersey at Somerville

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to your job requirements,
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the right professional*

Candidate Bulletin
Profiles of Our Professionals
April 27, 2012

Supported by the NJ Department of Labor and Workforce Development



Summary of the Professionals you will find in this Bulletin



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Total	81



Profiles of Our Professionals



Accounting and Finance

Accountant

311783

Cost, Payroll, or Staff Accountant: Director of Meetings for the Raritan Valley Chapter of the Institute of Management Accountants. Government Liaison Officer for the Lehigh Valley Chapter of the American Payroll Association and Fundamentals of Payroll Certification. Completed Advanced Excel 2007 Functions and Pivot Tables, Computerized Bookkeeping Diploma Program using Quickbooks 2010, and Microsoft Office 2007 Open Lab Diploma Program at Lehigh Carbon Community College. 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

609112

Accounting professional with a strong financial background, excellent organizational skills combined with an extensive base of knowledge and experience to assist companies in meeting their financial objectives. Performed month end closing, general ledger activities, accruals, account analysis, bank reconciliation, physical inventory count, audit and special assignments. Proficient in MS Word, Excel, Quickbooks, Sage and SAP. Highly focused and detail-oriented, able to identify goals, priorities & resolve issues in initial stages. Values set on helping companies make money, save money and improve processes.

Accountant

720480

Record of accomplishment in driving bottom-line performance improvement.

As a forward-thinking accountant with a wealth of experience in the manufacturing, insurance, health care and cable sectors. Known for broad success in introducing solutions to streamline accounting operations, maintain financial controls, and reduce costs.
Cost Accountant, Senior Accountant, Business Analyst.
Technology Skills: Financial: J. D. Edwards, Hyperion, Oracle Financials, Great Plains Dynamics
Programming: Novell Networking, Windows Macros, Visual Basic
Data Mining: Microsoft Access & Query, SQL, Viewpoint for Windows, Showcase Data Warehouse Query



Profiles of Our Professionals



Job Category	Job Title	One Stop Number	Profile
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Accounting and Finance

Bond Trader	471635	Municipal Bond and Fixed-Income Expert /Financial Professional
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"I keep trading desks atop the markets, so our customers come out on top."

Skilled financial professional with in-depth experience of the Tax-Exempt Markets, including new-issue Underwriting, Secondary Trading and Trade Support. A trusted team member at three leaders in the New Issue Municipal Bond field. Proficient in using all major electronic trading platforms:

The Municenter, BondDesk, Bloomberg and TradeWeb. Provided trading coverage for bonds in the trader's absence. Expertise in the Municipal Market and investor's needs. Saved an average of four hours per new issue by designing and quality-assuring an electronic input system for trades as liaison with technology department. Authorized updates to trading systems prior to release into production.

Licenses: Series 7 and 63.

Controller CPA	303372	I am the person to see when adding to the bottom line!
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Experienced professional in financial reporting, audit and tax, have a working knowledge of many accounting software programs, focused on controlling costs and improving organizational performance.

Credit and Collections Professional	893354	"I make the cash flow."
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Accomplished Finance professional with extensive experience in credit, collections, and accounts receivable management. Accustomed to multimillion-dollar clients and financial responsibilities. Strong grasp of all modern management, credit and collection techniques, solid problem-solving skills, and a proven ability to motivate others. Known for managing successful teams in reducing days sales outstanding (DSO) and past due dollars. Initiated processes with key account customers, reducing DSO from 52 to 42 days and past due dollars by 20%. Bachelor's degree in Economics.



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Accounting and Finance

Finance - International	883312	<p>Experienced broad-based finance professional with extensive experience in international treasury, financial planning and analysis, acquisitions and in-licensing. Managed treasury aspects of a large spin-off, directed multiple billion dollar cash repatriations and monitored over 80 foreign and domestic legal entities. Active role in cash flow planning and P&L budgeting at both operational and headquarters levels. Utilized FP&A experience while on task force to revise projections and budgeting of a \$20bn company. Lead financial analyst on a \$1 billion acquisition, and several collaborations. Skilled manager with a history of developing staff. Flexible, calm, deliberate and decisive professional, with experience living and working in five countries looking for the next challenge.</p>
Financial Professional	500556	<p>A results-driven, dedicated professional with solid experience in the financial field. Provides financial analysis and valuation consulting services to senior management (CFO, Controller, Corporate Finance & Planning) of FORTUNE 1000 and private companies. Proven ability to build strong customer/client relationships, ensuring satisfaction and achieving repeat business. Excellent ability to interface with professionals in other fields. Significant experience, with both domestic and international clients. Track record for consistently achieving annual revenue and profitability targets on projects managed. Managed numerous engagements simultaneously in fast paced deadline driven environment. Proficient in Microsoft Office suite; Strong financial modeling skills.</p>
Risk/Project Manager	917009	<p>Risk/Project Manager with Compliance project management background including large consulting company experience. Areas of expertise include regulatory compliance, legal and claims management. Proven ability to analyze and mitigate exposures enabling companies to remain strong and profitable. Recently completed a project for a large banking and insurance company evaluating their risk and compliance issues/liabilities. Saved one service company over \$100,000 on their insurance and risk management program. Upon completion of a 3 month project provided recommendations to a large corporation on how to save over 50% on their auditing costs. Knowledgeable in insurance and financial industries in addition to situations where companies need assistance with risk, liability and project management concerns. Open to management and consulting assignments.</p>



Profiles of Our Professionals



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Advertising and Marketing

Advertising and Marketing 859488

" I turn your next chapter into a success story"

Communications Specialist that creatively and strategically fuels ideas and builds relationships for successful endeavors within the corporate and non-profit arenas having increased revenues by 60%. Brand awareness and media positioning have impacted thousands of families and women with the implementation of Women at Risk, a non-profit health initiative designed for women at high risk for developing breast and ovarian cancers, now a part of the St. Barnabas Medical Center Cancer Offerings, raised 650K for development initiatives, increased event attendance by 35% for fundraising and development initiatives for non profit organizations involved in education and the arts. Program management has enabled increased activity in community participation by 30%. Public & Media Relations, Event Planning, and Program Management a recipe for success!

Corporate Communications Executive 858921

"I make people, and their brands, look good."

Senior Communications Strategist who knows how to protect and promote the brand through media relations and consumer/employee publications. 24/7 Media spokesman and valued provider of advanced counsel to C-level executives. Transformational leader who works behind the scenes to deliver the brand's story. Problem-solver who combines journalistic sensibility with business insight to move colleagues and shape strategies aligned with mission. MBA in Marketing. Certificate in Social-Media Marketing.

Marketing Director/Manager, Strategic Marketing Manager, Product Director, New Business Development Director, New Business Services Director 781151

"I create and promote the next big thing!"

Resourceful solution provider with solid contributions in publicly- and privately-held companies. B2B and B2C experience identifying, analyzing and guiding the development of both products and services in deadline-driven environments. Recognized for managing the intersection between strategy and tactics providing counsel, leveraging resources and articulating business imperatives . Results-oriented with the ability to use influence-management skills and organizational savviness to build strong coalitions and teams across businesses and functions. Acquired new Social-Media skills with a mini-MBA from Rutgers University.



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Advertising and Marketing

Marketing Manager	554659	<p>Marketing innovator and thought leader successful at positioning and launching products & solutions in High-Tech, B2B, B2C, and Services segments. Sales and Marketing experience in all four sectors. Marketing efforts instrumental in a one year \$51M revenue increase for a tech firm and \$500K for a consumer products firm. Expert at developing value propositions, strategic messaging, features & benefits that effectively position products and solutions to targeted customer bases. Ex-military officer who brings the discipline of situational analysis to identify market needs and solutions. Full understanding of CRM, SaaS, and Cloud Computing including market drivers and business challenges. MBA with up-to-date training in Internet, Social Media and SEO Marketing.</p>
Project / Brand Manager or Director	387262	<p>A strategically oriented marketing communications executive with a record of supplying unique solutions that grow revenue and increase profitability. In Corporate and Agency responsibilities conceives, develops and delivers programs that have multimillion dollar impact on the bottom line. In one Agency responsibility, grew billings from M\$4 to M\$28 in seven years. In another, launched the most successful product of biotechnology. Seeking the opportunity to make additional significant contributions.</p>
Senior Marketing Manager	322964	<p>"Acquire...and keep your customers"</p> <p>Senior Marketing Leader specializing in the development and execution of both acquisition and loyalty marketing programs. Developed campaigns across multiple channels: digital, email, direct mail, account online and newsletters. Managed multiple relationships, both internally and externally with business partners, vendors, legal and operations. Negotiated large and complex partner contracts impacting marketing and technology functions. Direct-to-consumer campaigns produced 11.3 million acquisitions - 135% of objectives, which generated \$4.07 billion in revenue. B.A. with Honors from Fairleigh Dickinson University and a Mini-M.B.A in Digital Marketing from Rutgers University.</p>



Profiles of Our Professionals



Job Category	Job Title	One Stop Number	Profile
Construction Management			
Construction Management	442453	<p>Director of Operations, Senior Construction Manager, Real Estate Development Portfolio Manager</p> <p>Progressive experience in directing day to day company's operations, construction management and design of residential, commercial, corporate and hospitality projects between 50,000sf to 1,300,000sf and budgets between \$3,800,000.00 and \$273,000,000.00. High potential professional managing daily operations, reviewing financial statements and budgets to fund operations, maximize investments and increase efficiency, ensuring that all work is completed on schedule and budget, reviewing work schedules and activity reports, delegating duties, forecasting the use of human resources, managing staff, planning the use of materials, overseeing the performance of entire team involved in the design and construction process.</p>	
HVAC Service & Installation Professional	098667	<p>Enthusiastic, Universal Certified HVAC professional experienced in both commercial and residential area. Acknowledged for consistently delivering projects with high quality, on-time and on budget. Respected team leader in both union and non-union environments, managing day to day activities of 6-8 workers. Demonstrated expertise in installations, maintenance and repair of heating, cooling and ventilation systems. Proficient in gas hot air, air-conditioning, and hydronic heating systems.</p>	
Project Engineer	040427	<p>Project Engineer-with fifteen years of experience & in depth knowledge of all area of project work including Estimation, Planning, Project scheduling, Change Order Management, Project co-ordination, RFI , RFC, Co-ordination with third party consultants, Architects, Closeout documents & turning over the Property to Owner. Team builder with experience for construction projects ranging from \$50M to \$300M including schools, institutional, correctional, residential, and industrial facilities. My experience includes all aspects of building renovation work including working in occupied facilities, demolition, as well as new construction. Fully knowledgeable with NYC DOB, DOT & DEP regulatory agencies.</p>	



Job Category

Job Title

One Stop Number

Profile

Customer Service

Distribution Operations Manager 919645

"I focus on efficiency in streamlining costs and increasing revenue"

Distribution/Operations Manager, who plans, organizes and manages distribution efficiency while achieving high levels of customer satisfaction. Championed the efforts to consolidate delivery routes to streamline distribution, shrink operating expenses and catapult revenue. Demonstrated ability to learn and teach new concepts, easily adapt to change and manage numerous simultaneous tasks. Distribution management professional offering a wealth of experience directing diverse projects. Inovative, high energy professional with excellent organizational and communication skills.

Sr Account Service Representative

809212

Outside Sales Representative

I know how to make customers commit to my products.

Senior Outside Sales Representative with extensive experience in servicing accounts from small independently owned retailers to large box retailers such as RH Macy's 34th Street Flagship Store, FAO Schwarz, Wegmans and Pathmark.

My expertise created customer satisfaction for both the factories and the rep organization that I worked for.

Worked out in the field continuously.

Account Problem Solver regarding credit issues and prepaid freight and extended dating. This also helped to move merchandise during the peak seasons.

Increase sales volume by setting up in-store displays.

- many of our factory shows I have won from 500-1000 dollars for writing the most orders at one specific show.
- 2007 also the won the Broken Hinge Award for knocking on as many doors as I could and getting those orders in house.
- In 2008 won the Economic Times Award



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Editorial and Writing Services

Communications Manager 051361

Award-Winning Writer Producing Impactful Results

Communications manager/writer with proven track record of creating, implementing and overseeing communications programs that effectively describe and promote major corporate, non-profit, education and philanthropic clients. Start-to-end production of award-winning book-length publications, annual reports, news stories, grants, web content, and P.R. materials. Recent press release resulted in CEO serving as an "Expert" on Public Television and 50% increase in conversion into news stories. Team player with strong work ethic, positive attitude and excellent communications skills. Multi-lingual with international living and work experience (Europe, Asia, Australia, New Zealand, Hong Kong, South Africa, Mexico). Open to management and consulting assignments in most industries.

Educational Services

Client Relationship Manager 986178

Liberal Arts graduate of The University of Chicago experienced in high profile sales and customer service positions and diverse industry audiences including: academia, finance, advertising, automotive and logistics. Coordinated 30 reunions, generated 22 new advertisers, and lead regional promotion for Saturn brand cars. Seasoned supply chain route driver who delivered up to 180 retail and commercial accounts and 280 packages daily and by deadline. Trainer to seasonal and new hire personnel of standard operating procedures. Skills include: consultative selling, database development, scheduling, inventory management, customer retention, and product promotion. Proven and capable of integrating new IT into workflow; integral in implementing new technology systems for United Parcel Service (PAS and EDD). Accomplished Microsoft Office 2010: Word, Excel, Access, and PowerPoint update and currently studying IT coursework online. Seeking to apply energy and expertise as a Client Relationship Manager consulting with clients to understand their unique needs and satisfying them with the solutions a company offers



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Educational Services			
	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.
	Educator/Trainer/Collegial Supervisor/Author	677704	Experienced in teaching, training, coaching, motivating, supervising, curriculum development, and advisory committee leadership. Planned, marketed, implemented and evaluated projects increasing communication, self-awareness and life planning. Taught college students study skills resulting in a .5 average increase in GPA. Mentored an employee from near firing to receiving an award. Motivated reluctant teen men to start and complete clothing projects.
Engineering			
	CAD Designer	207996	<p>CAD Designer seeking a position in Product Development/Engineering/Design. Two years of CAD experience with Tiffany & Co. in New Product Engineering. Demonstrated high level skills utilizing industry leading CAD software with strong proficiency with Photoshop and Illustrator. Collaborations with various constituents assured that top quality products were reproduced in accurate detail, resulting in strong customer satisfaction. Areas of expertise include...</p> <p>CAD/CAM Software: Rhino 4.0 (expert), MasterCam, SolidWorks, and AutoCAD Enterprise Systems: JD Edwards EnterpriseOne, Siemens PLM TeamCenter-trained Other Software: Adobe Illustrator, Photoshop, Microsoft Office - Excel, Word, PowerPoint, Publisher</p>



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Engineering

Civil Engineer & Web Designer 470884

“Quality design from concept to completion.”

Civil/Site Engineer with in-depth experience in planning, design and permitting of civil and roadway projects encompassing all aspects of the land development process. Regarded for ability to design all elements of the project, from conceptual stages to final plans. High aptitude for creative problem solving and excellent communicator. Specific engineering skills include Stormwater management and Floodplain delineation , grading, drainage and utilities layout, Construction Cost Estimates and Technical Reports preparation, NJDEP Wetlands and Flood Hazard Area Permit applications and Treatment Works and Safe Drinking Water applications preparation. Experience in highway design and plan preparation using NJDOT standards and specifications. Also a creative Web Designer/Developer trained to build and maintain websites using HTML/CSS technologies. Experience in Dreamweaver, Photoshop, Acrobat. Ability to quickly acquire new technical, analytical and computer skills. Excellent design and creative abilities. Knowledge of web graphic optimization, including mock-up design and image slicing using Photoshop. Understanding of scripting language concepts and the utilization of script libraries. Knowledge of testing and validating websites and SEO requirements.

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.



Profiles of Our Professionals



Job Category	Job Title	One Stop Number	Profile
Engineering			
	Environmental Engineer	420776	<p>A cost savings minded engineer.</p> <p>Experienced in site remediation and compliance with broad background in hazardous waste, water pollution and air pollution issues. Track record of saving money through implementation of cost effective ideas. In one case, saved \$250,000 by simplifying remediation of hazardous site cleanup. In another case, saved 50% of cleanup cost by converting contaminated soil from hazardous to non hazardous waste. Seeking a position in a consulting firm or environmental health and safety staff.</p>
Facilities Management			
	Assistant Chief Engineer	898751	<p>"Impact" - Make it happen...</p> <p>Team Builder providing quality customer service utilizing genuine concern for both client and employees.</p> <p>Responsible for supervising and scheduling the maintenance staff on facility repairs. Create and schedule preventive maintenance program with outside vendors for three facilities.</p> <p>Coordinate and schedule training for Operations Group.</p> <p>Negotiate with contractors on equipment/service/ repairs adding up to substantial savings for the client.</p> <p>Prepare and submit purchase-order requests.</p> <p>Insure the availability of inventory for maintaining critical equipment – UPS modules, HVAC equipment.</p>
	Real estate professional	700365	<p>A real estate professional, HUD certified housing counselor and N.J. State certified credit counselor assisting homeowners with their foreclosure and credit issues. An administrative management generalist with broad experience in managing budgets, planning and control, effective customer service, management of physical systems and work space. As a previous owner/operator of an upscale community alternative banking center for 10 years, served the local residents by providing general financial and business services including bill payments, money orders, money transfers, check cashing, tax preparation and notary. Knowledge of federal and state banking rules and regulations is required.</p>



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Graphic Design

Graphic Designer 202026

“Innovative Designs for ChallengingTimes.”

Adisciplined and successful, detail oriented Graphic Designer with progressiveexperience using state of the art digital design platforms and software.Proficient at directing all facets of a design project from concept to finalproduct, printed or web. Adapt quickly to new software and communicateeffectively with team members ensuring a positive outcome, on time and withinbudget.

Health Care Practioners and Support

Healthcare Management Professional (All Physician Specialties) 320064

“Takes the Pain out of Medical Practice Management”

Seeking practice manager / administrator / or director position. Substantial medical practice management experience, including operations, personnel, and administrative management; financial / budget, HMO contract negotiations, business development, and strategy planning. History of adding value (significant increases in HMO contract rates, corrections of \$1.7 million A/R loss to a gain). Strong emphasis on customer service, team work relationship and staff development. Strong goal focus, enthusiasm, problem solving ability and drive. Thorough understanding of health industry dynamics and challenges. MBA



Profiles of Our Professionals



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Hospitality and Food Service Management

Event Management / Marketing / Community Relations Specialist 158814

"I create emotional connections between your brand, your customers and your community."

Results-driven Marketing Professional with a record of delivering highly profitable marketing and business development outcomes for private healthcare and fortune 100 companies. Recognized for vision, creativity and analytical skill in the development of innovative marketing programs and events from conception to implementation. Extensive background in community outreach, event management, trade shows, special events, strategic planning, business development, promotions, brand awareness, sponsorships, public speaking, client and customer relations. Leader known for strong networking abilities and creating lasting strategic alliances and partnerships with community, corporate and non-profit entities. Combines high energy and enthusiasm with notable interpersonal and communication skills to inspire teamwork among internal and external clients.

Human Resources

Compensation Director 888483

Compensation Director: MBA, CCP, GRP with broad industry experience and expertise in Compensation and Human Resources Leadership and Management. Highly proficient in compensation, executive compensation, sales compensation and project management. Designed, developed and implemented various compensation and human resources policies, programs, plans and training programs to accomplish organizational objectives. Proven ability to lead, attract and motivate key talent.

Compensation Manager 019674

ARM talent – Attract, Retain, Motivate – to build your business.

Certified Compensation Professional (CCP) offering an extensive background in Compensation; including experience in design, development, implementation, communication and evaluation of salary, bonus, long-term incentive, sales incentive, recognition, and reward programs. Valued business partner with demonstrated success in negotiating win-win compromises, harmonizing compensation policies, developing rewards and recognition programs, benchmarking external market, job evaluations and leveling, and partnering on cross functional teams to develop tools and processes.



Profiles of Our Professionals



Job Category	Job Title	One Stop Number	Profile
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Human Resources

Human Resources	707408	<p>Dedicated professional who seeks either a Human Resources position or Program Coordination role.</p> <p>Strong Human Resources background in benefits administration, training and development, curriculum development, recruitment, FMLA administration, employee relations and platform/presentation skills. Ability to develop and educate employees on benefit programs that increase employee retention, bring qualified applicants to the table and develop and facilitate training programs that meet organizational goals. In a Program Coordination position, experience in a college environment to develop, recruit, promote and present in a seminar fashion.</p>
Human Resources Generalist	646541	<p>"I decrease turnover, increase morale, and improve customer service to boost profits."</p> <p>PHR certified professional with successful history in retail, manufacturing, medical and service industries. Initiated and facilitated training programs which resulted in outstanding customer service, improved morale, reduced turnover by 50% and increased profits for the organization. Experienced in multi-location settings. Directed community volunteer efforts which led to recognition for the company and associates. Extremely passionate about customer service, employee recognition and rewards, and leading by example. Dale Carnegie Leadership award recipient 2002.</p>
Human Resources Manager	239639	<p>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.</p>
Human Resources Professional	779619	<p>Innovative, passionate, and resourceful Human Resources professional with a record of recruiting, developing and retaining key employees in a global scope. Excellent insight, knowledge, and skills to support business group and achieve business objectives. Natural ability to communicate professionally with individuals of all organizational and cultural levels. Precise, effective, and efficient problem solver. Fluent in English and Mandarin.</p>



Profiles of Our Professionals



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Information Technology and Data Processing

Application Support and Manager	970049	Bi-lingual, results-oriented systems professional with hands-on, leadership and management experience in various aspects of systems development and production support. Very familiar with ITIL processes and Six Sigma (Yellow Belt). Member of the global ERP CoE team that supported the supply chain and planning function.
Data Center Technician	912297	<p>“When the work has to be accomplished fast, clean and right”</p> <p>“Building & Maintaining Beautiful Data Centers, since 2007.”</p> <p>“Have Tool Bag; Will Travel”</p> <p>Data Center Technician with extensive experience in critical infrastructure for various sized data centers. Experience ranges from building cabinets to racking and stacking servers, switches and routers. Has run miles of Cat-5 and Cat-6 cables delivering communications both under raised flooring and on top of ladders. This includes terminating, testing (using Fluke testers), labeling, and dressing in cabinets and A-frames. Capable of monitoring the data center via APC Infrastructure Manager for environmental and security cameras via Schlage CCTV software and hardware. Experience in setting up and monitoring KVM in both a Raritan and Avocent shop. Valued member of several major equipment relocation projects to Co-locations outside the company. Managed vendors maintaining the building facilities – HVAC and electrical. Varied past experience in systems work adds an extra layer of value – Asset & Inventory Management, system documentation and hardware/software setup and maintenance.</p>



Profiles of Our Professionals



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Information Technology and Data Processing

Data-Center Facilities Specialist 849089

Technical Project Manager with experience in Data Center Management (11 years), Facilities Management (4 years), Asset Management (2 years) and Project Management (4 years). Also includes Data Center Relocations of Servers and Network connections, Cat5/6 and Fiber, Installation, De-installation of all systems & networks, Data Center Planning and Design, Quality Assurance and overall Management. Scheduling all outside vendors such as Electrical and HVAC. Physical installations whenever needed. Maintaining databases to insure accuracy of all Data Center activities.

I spent thirteen (13) years at sanofi as a Consultant involved in the management of their datacenters. I started in 1998 as manager of one datacenter, then I was involved in the building of the second datacenter in 2004. I managed both datacenters until 2009 when the datacenters were consolidated and relocated to Virginia. At that time, I was given the responsibility of project managing the consolidation and relocation of all assets for the datacenter to the new location. This relocation was a two (2) year effort.

Digital Media Designer 768364

Multimedia Designer, well-versed in a broad-range of digital media design technologies/ techniques who combines video expertise, imagery and website design experience to bring to life compelling presentations that engage and move viewers, spurring them to action. Creative, quality driven thinker who developed a video shown during commemorative dinner in subject's honor that earned high praise from honoree for 'capturing his message perfectly'. Expertise in Adobe Creative Suite as well as Apple Final Cut Studio.

IT Project Manager 812598

Connecting Your Business through successful Telecom and Networking Projects.

Hands-on manager developing strong internal and external team resources, process improvement and issue resolution for scheduled deployment. Diversified experience supporting remote and corporate site voice and data communications. Proven reputation with successful completion of projects utilizing PMI disciplines - on time and within or under budget. Document policy and procedures for site implementation and disaster recovery. Perform maintenance, diagnostics, development and training for many IT and telecom systems. Maintained schedules and project issues reporting to stakeholders on weekly and/or daily basis.



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Information Technology and Data Processing

Managerial/Supervisory	776046	<p>Information Technology Customer Service Professional with significant experience in system development life cycle (SDLC) including business analysis, systems analysis, project management, client interface, quality assurance, applications development, supervisory experience, system design, systems programming support, system testing, planning, computer operations, on-line and batch systems, performance analysis, hardware and software evaluation. Experienced on defining the business process. Worked on a variety of business applications (e.g. information tracking, general ledger, billing, marketing, customer care, financial reporting, contract management, auditing, security, etc.). Performed call center Customer Service functions to help the destitute.</p>
Operations Manager	421216	<p>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.</p>
Operations Manager	436634	<p>A Recognized Problem Solver.</p> <p>Bank Operations professional with extensive experience in data processing, loan, deposit and accounting operations. An Operations Manager dedicated to productivity, profitability and service excellence with experience in project management and product development. Enthusiastic attitude and excellent listening and assessment skills provide the measurable difference my customers have come to know and expect. A recognized problem solver.</p>
Software Engineer	215034	<p>“Master builder of complex secure telecommunication infrastructure equipment”</p> <p>Seasoned technologist with subject matter expertise in the areas of software engineering, telecommunication protocols and cellular networks. Successful track record of driving software development from concept to production, including architecture, software design, integration, release planning and field support. Worked with global service providers in the 2G/3G voice and data wireless technologies segment, including incorporating new standards into products and deploying features sets in phases. Well versed in the rapidly growing mobility application space with development expertise in handset and infrastructure areas.</p>



Job Category

Job Title

One Stop Number

Profile

Information Technology and Data Processing

Telecom Business Analyst/UNIX Admin 300212

Telecom business analyst with expertise in delivering production invoices and implementing new invoices within SLAs. Experienced in coordinating and training analysts outside of the country. Familiar with manual invoice processing and related customer issues such as late fees and resolving billing issues. UNIX Systems Administrator with expertise in performing upgrades and coordinating rollouts in partnership with technical teams and clients. Skilled in listening, identifying needs, developing a plan and collaborating with clients to achieve the optimal fit between the schedule and business needs. Able to effectively synthesize and communicate complex material to a diverse audience ranging from technical to non-technical.

Installation, Maintenance and Repair Technicians

Installation, Maintenance and Repair Technicians 363457

Customer oriented experienced technician with proven ability to improve customer satisfaction by: providing the correct equipment to meet customer needs, developing structured wiring system to simplify install and enable quick problem resolution, thoroughly training customer on operation of system and follow-up, resulting in customer down of less than 2%. Expertise in FTA, Ku, and Ka satellite systems. Familiar with NEC and FCC codes and requirements pertaining to installation. Management of materials used to meet customers' needs. Experience in retail management.

Legal Services

Legal Advocate/Legal Coder 062479

Administrative Assistant with three years experience in filing complaints in Condominium Association matters electronically, filing matters in name changes, divorces, preparing drafts of estate planning documents, billing, answering phones for multi-lines, good keyboarding skills. Maintained, inventory, ordered/purchased products and services as pertaining to needs of firm. Team player, conscientious, organized efficient worker. Good public relations, customer interaction and asset to firm. Seeking position as a Legal Advocate in an environment which will allow for growth, potential for contribution to your bottom line in either a firm or organizations legal department. A member of Professional Service Group of Central New Jersey.



Profiles of Our Professionals



Job Category	Job Title	One Stop Number	Profile
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Legal Services

Legal Counsel	005543	Experienced attorney solves and prevents problems and protects clients.
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Experienced Counsel has extensive in-house and law firm experience achieving many important goals, including, protecting clients, increasing income, reducing expenses and ensuring compliance and successful growth. Quickly solves and prevents problems, completes deals, strengthens relationships and successfully handles all legal matters, from counseling and drafting to negotiating and litigating. Serves as trusted legal counsel and general counsel, leads legal departments and supports and guides in-house departments and outside counsel. Successfully negotiates, drafts and completes hundreds of agreements and transactions and received Award for Outstanding Dedication, Devotion and Hard Work.

Office and Administrative Support

Highly Motivated Administrative Assistant	485500	Highly motivated administrative assistant with over ten years experience supporting managers in the telecommunications industry. Proficient Microsoft Office application skills. Recognized for being highly organized, detail-oriented, with excellent written and verbal skills. Experienced front desk receptionist within the healthcare industry. Skills include: customer service, data entry, patient intake and appointment scheduling. I am interested in leveraging my skills in any industry to help the company achieve their goals.
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Librarian	448759	A librarian with a background in library directorship, intellectual property protection and reuse, records management, knowledge management, document management, publication clearance, technical documents export compliance, discovering and implementing process improvements, negotiating and conducting analyst presentations, and secondary market research. She is organized, able to meet deadlines, detailed, able to work independently and in teams, and a certified professional librarian in New Jersey and Massachusetts. Volunteer work include participating in the Programs and Networking Committee of Professional Services Group of Central New Jersey; tutoring a non-native English speaker to read, write, and speak English through Literacy Volunteers of Somerset County; and through Temple Beth-El recruit, coordinate, and train volunteer workers and enlist donors for its semi-annual blood drives.
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Profiles of Our Professionals



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Office and Administrative Support

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. Hands-on training in SAS programming and MS Office. Knowledge of SQL and Biostatistics.
Quality Control Chemist	521671	<p>I am a mix of one part Dependability, two parts Precision equal to 100% Accurate Results.</p> <p>My experience comes from having worked in Pharmaceutical, Household chemical, Environmental and Medical Device laboratories.</p> <p>Various In-house Raw Material/Finished Goods Testing in Pharmaceutical QC labs, Formulations of Household Chemicals in R&D labs, Preparation of Soil and Aqueous Samples in Environmental labs along with some experience from Medical Device Manufacturing labs.</p> <p>No short cuts, thorough work ethics, honest and dependable worker who stands by her work.</p>

Product and Process Management

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 seeking PMP Certification.
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Profiles of Our Professionals



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Product and Process Management

Director of Operations, General Manager	559264	Operations Manager With a Track Record of Strong Revenue Growth and Financial Discipline
		Organizational leader with strong background in operations and project management looking for opportunities in the consumer services, retail or healthcare industries. Led startup from near ground zero to over \$6M in annual revenue within a few short years through structure and financial discipline. Experience includes supervisory positions in sales and marketing, warehousing, accounting and operations management. Six years of business project management. MBA, Six Sigma Green Belt and PMP.
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.
Pharmaceutical	149332	Product Development Professional with consistent achievements in increasing revenue and company savings by developing and commercializing pharmaceutical and consumer healthcare new products, developing and executing strategy and taking organizations through critical transitions. Strong project management skills in drug development from idea inception through commercial launch, process development, regulatory registrations (IND, NDA), technical operations, budget management (P&L), evaluating licensing opportunities and managing business alliances. Leader and facilitator of cross functional business and scientific teams with experience with new product development, regulatory, quality, continuous improvement, compliance, merger integration and change management programs.



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Product and Process Management

Product Management Director	816986	<p>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.</p>
Product Manager	807557	<p>A dynamic and creative, bilingual, Master degree food industry professional with extensive technical services and development. Broad knowledge of processing in both consumer products and ingredients. Adept at delivering final product to customer by using efficient and cost effective processes from concept to product launch. Experienced and innovative product developer, track record as proven cross functional team leader, cooperative and innovative team player, sound scientific and practical understanding of processing and functionality of ingredients. Maintained a trustworthy network with customers and suppliers, competent problem solving technique for ingredients and processing issues, and committed to optimizing customer satisfaction and product quality.</p>
Project Manager/System Engineer	314313	<p>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.</p>



Profiles of Our Professionals



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Purchasing and Procurement

Supply Chain
Leader/Technology
Development Manager/Process
Compliance Leader

000332

Supply Chain Leader/Technology Development and Project Manager/Process
Compliance Leader:

14 years developing fiber optic network technology and 17 years managing delivery of large telecom networks. Skilled in cost reduction, supplier contracting and management, project coordination, and system engineering. Excels as collaborative team leader and coach to direct reports. Success with international teams that include multiple companies. Saved an average of \$9M per year for three years on \$350M yearly spend through consolidation of purchases, suppliers, ordering specifications, and implementation of competitive bidding policy. Achieved two star Lean Supply Chain rating in first year of program. Managed successful Sarbanes-Oxley, ISO9001:2008, and RoHS compliance programs.

Quality Assurance

Quality Systems Compliance
Manager

024916

"I help outside the box thinkers color inside the lines."

Extensive experience in obtaining ISO/9001, ISO/2002 and TS/16949 for a fortune 100 R&D facility and a fortune 500 manufacturing facility.

Dynamic self-motivator that works independently or acts as a liaison between departments and employees to achieve required results. Design, implement, audit, sustain, and improve quality systems through standard work practices, traceability, and root cause corrective actions. Use of efficiency and effectiveness metrics proven to reduce cost, errors, and save time.



Profiles of Our Professionals



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Research and Development

Associate - Clinical Research, Regulatory or Drug Safety HLA Technologist (ABHI certified), Medical Technologist (ASCP & NCA certified, NY license)	538516	Clinical laboratory scientist / allied health care professional experienced in working in fast-paced environment, demanding strong technical and interpersonal skills. High technical-efficiency with computer software. Confident and capable in interactions with individuals at all levels. Trustworthy and ethical, committed to superior service. Resourceful in completing projects diligently. Able to multi-task. Familiar with FDA/ICH-GCP guidelines. Seeking opportunity as an Associate in Clinical Research, Regulatory Affairs, Drug Safety or other areas at a Bio-Pharma or Clinical Research Organization. Demonstrated expertise in identifying procedural opportunities and defined corrective actions resulting in improved practices. Experience with training, trouble shooting and resolving technical problems. Proficient in MicroSoft Office (Word, Excel, Outlook, Access). Multilingual.
Chemist	711308	Investigation, Expertise and Audit Chemist with solid background: on the last decade- Analytical and QC Chemist with increased level of responsibility. Experienced in bench and instrumentation chemistry, mostly on the field of regulated industries as Environmental protection, Pharmaceutical manufacturing and Beverage production. Took part in minor stages of research and validation projects. Proven reputation as performer high volume of routine assignments, heavy work-flow, and dead line signed tasks. Demonstrated broad based knowledge of operations, covered by spectrum of methods established by EPA and FDA. Resolved challenging analytical problems. Complied with GMP, not allowed any deviation from effective SOPs with paying attention to details. Hard working.
Senior Level Research Scientist	039837	Ph.D. level researcher with extensive experience and expertise in computer-assisted molecular discovery approaches in a preclinical drug discovery setting within Pharma/biotech setting. Proven record of success in making key contributions to therapeutic projects, developing operational excellence, driving scientific breakthroughs, and skillfully managing cross-functional activities within a matrix setup. Highly trained in silico molecular modeling expert ideally suited for computational chemist openings in drug discovery groups as well as leading research projects to success. Additional skills in data analytics, interpretation and retrieval as well as statistical data modeling.



Profiles of Our Professionals



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Sales and Business Development

Business Development	444150	Acquiring, developing, and maintaining new business.
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Accomplished self driven, results orientated entrepreneur, responsible for sourcing and winning new business. Developing and closing business from challenging situations. Increasing revenue through consultative solution selling. Skilled negotiator and developer of strategic relationships within organizations. Excellent written, verbal, and interpersonal skills.

Business Development	626848	<p>Business Development and Sales Management Professional – Capital Processing Equipment: 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.</p>
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Business Development and Sales Management Professional – Capital Processing Equipment: 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.



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Sales and Business Development

Executive Director; Sales and Marketing 939385

Executive Director: Proven management experience in hiring, coaching, training, performance management, supervising and motivating team members. Demonstrated success in managing operating expenses. Focused on hospitality and delivering world-class customer service. Experienced in sales in the senior living industry obtaining an average occupancy of 96%. Ability to identify and build relationships with professionals in the community in order to generate referral business. Skilled at all levels of the Consultative/Solution Selling process; particularly strong in closing the sale and building rapport and trust with customers. Well-developed persuasive communications skills; able to interact with individuals at all levels. Adept at resolving issues with residents and families.

Sales and Marketing: Experienced in sales in the senior living industry obtaining an average occupancy of 96%. Ability to identify and build relationships with professionals in the community in order to generate referral business. Demonstrated sales and market management skills through goal setting, training, coaching, and motivating professionals. Skilled at all levels of the Consultative/Solution Selling process; particularly strong in closing the sale and building rapport with customers. Developed sales and marketing plans that exceeded revenue targets. Exceptional hunter with proven ability to build/grow a territory, penetrate new markets, and build market share. Well-developed persuasive communication skills; able to interact with individuals at all levels. Recognized for time management and organizational experience.

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.



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Sales and Business Development

Marketing & Sales Professional	443118	"I Drive Advertising Revenue to Media Companies"
		<p>Strategic, versatile and creative marketing and ad sales pro offering a background of significant contributions within mid-size and Fortune 500 media companies. Expertise in three areas vital to profitability – stimulating demand, moving volume sales and increasing market share. Proficient in leading performance-based, integrated, multiplatform marketing campaigns that drive advertising ROI for media companies or advertisers. Analytical ability to synthesize research into a compelling “big idea” sales or marketing platform. Exceptional versatility - from advertising agency account management skills to formulating innovative media solutions for advertising clients, from writing ad copy and press releases to driving incremental ad revenue. Extensive experience in creating powerful value propositions for national advertisers and for media companies. Recipient of Gannett Corporation’s “T.E.A.M Leader Award” in 2004</p>
Marketing Manager	870545	"I grow businesses, whether you're starting up or starting over."
		<p>Advertising, Marketing & Business Development Manager with agency and independent marketing experience who specializes in finding creative ways to expand business. Managed \$10M in advertising budget for multiple accounts across the nation, producing more than 600 successful campaigns using radio, television, print, direct-mail, OOH, social-media and web-based platforms. Faced with fierce national competition, created and managed local marketing strategies that increased sales as much as 240%. Has taken two start-up businesses from launch to profitability. Publishes www.YourGuerrillaMarketer.com.</p>
Marketing Services Manager	892627	You make it, and I'll market and sell it profitably.
		<p>Sales and marketing manager of foodservice baked goods, desserts, frozen eggs and food ingredients who used their brand power to drive profitable volume, who sold Point-of-Sale Systems to public school districts, and who retained and won back cable television customers in a call center environment. Major accomplishments were qualifying Lorna Doone cookies for use in Meals, Ready-to-Eat which resulted in winning a 3 year, \$800,000 contract with the Defense Supply Center in Philadelphia and commercialization of branded products in new packaging to expand the customer base. Tenacious, versatile and adaptable.</p>



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Sales and Business Development

	Pre-Sales Solutions Proposal Engineer	477432	Pre-Sales Solutions Proposal Engineer: Accomplished telecommunications professional practiced in pre-sales design, engineering, and dimensioning of UMTS, CDMA, EVDO, GSM, and TDMA Wireless Systems for service providers. Extensive experience in bids and proposals and presales customer technical support. Broad technical skill set, including knowledge of wireless technologies, IP data and voice communications, and Microsoft Office. Expertly analyzes client requirements and recommends best solutions at least cost and greatest profitability. Adept at client needs analysis, solutions design, problem solving, and accuracy. Flexible, adaptable, well organized, diligent, works well with global, multifunctional and multicultural teams, has excellent writing and interpersonal skills, and follows through on commitments. Reads French and Spanish.
	Retail/Sales Manager	746073	Experienced manager with a strong background in sales of bank products and services. Results driven and a team builder who has developed a strong sales and customer service team that has consistently exceeded goals and expectations through constant hands on coaching; mentoring and leading by example. Experienced business to business warm and cold calls. Played a key role in increasing branch bank deposits by \$25M in 2 years.
	Sales / Management Trainer	451331	Sales/Management Training-a high energy, game changing entry or entry management level professional with a strong customer focus. Original background in various secretarial/contractor positions and as a data analyst for an HMO where the primary responsibility was data the cleaning of and creating reports for the provider database. Team Oriented with a one-year consulting project for the New Jersey Sports and Exposition Authority with experience with in-person surveys, focus groups and telephone surveys. National recognition received (including US News and World Report Online. PC World Online, The Washington Post, Roll Call (Capitol Hill) and The New York Daily News) for hobby venture where top sales have included \$10,000, \$5,000 on a \$52 investment and \$5,000 on a \$7.17 investment made six weeks prior. Other hobby venture has included over 5,000 sales on eBay with a 99.99% positive feedback ratio.



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Sales and Business Development

Sales / Sales Operations Executive in Computer & Networking	750515	Seasoned Sales Executive with extensive domestic and international sales and sales operations experience working for multi-national Fortune 100 and Start-up companies. In my last company, took over international sales and re-built the European operation and opened the Asia Pacific Region growing international sales orders from \$4M to \$10M over a 3 year period. In previous companies, project managed the successful global CRM implementation and managed the Computer Sales Training organization including the design, development and implementation of an industry leading new-hire sales training and development program. Seeking a sales consulting or sales / operations management position.
Sales Professional	493309	Senior Sales Professional/Technical: Experienced salesperson in key account and global account management in Satellite Communications, Telecommunications and Aerospace with strong customer focus and a track record as a solid revenue producer and sales prospector. Experienced contract negotiator with an excellent grasp of technical and operational issues and ability to engage company resources to deliver service solutions. Broad international background; fluent in Spanish and French. MBA.
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.