

**Subject:** Current Job Postings  
**From:** "Gina O'Leary" <gina.oleary@searchlogixgroup.com>  
**Date:** Wed, 13 Dec 2006 15:23:25 -0500  
**To:** "Gina O'Leary" <gina.oleary@searchlogixgroup.com>

**Below are postings for retained searches we are working on. Please share this email with anyone who you feel may be a match.**

**We invite confidential submission of resumes; candidates should complete a candidate profile at <http://searchlogixgroup.com/resume/submit.htm> or as a second choice, email their information and requirements to [resumes@searchlogixgroup.com](mailto:resumes@searchlogixgroup.com).**

**We are also working on other searches across the U.S. Please visit our job board at [www.searchlogixgroup.com](http://www.searchlogixgroup.com) for information and details.**

**Thank you and please let us know, via return email, if you do not wish to receive emails of this nature from our company. We will immediately remove you from our lists.**

**Many thanks!**

**Gina O'Leary**  
**General Manager**

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### **Senior Supply Management Analyst**

**Responsibilities:** We are looking for a motivated and aggressive candidate who is looking for a position with a Company that will be open to new ideas. This type of person will be looking to really make a difference!

This position will report to the Director of Supply Manager. The primary responsibility of this position will be to support the supply management team as needed and appropriate, for strategic sourcing or operational execution activities, for materials/clusters in area of spend responsibility, including definition of internal stakeholder needs, external customer needs, insight of supply marketing, development of sourcing strategies, activation of supplier selection and negotiation, facilitating supplier implementation, new product costing, material price forecasting, savings measurement, reporting and tracking. This person will be a supply management expert in data analysis and use of e-sourcing tools.

**Additional duties and responsibilities:**

- § Support and /or participate in global / regional strategic sourcing teams to professionalize the sourcing of materials and supply groups, as assigned.
- § Conceptualize, structure and specify sourcing data collection, analysis and maintenance
- § Assist the team in obtaining and interpreting customer data and needs (e.g. volumes, specifications, price points, margin thresholds)
- § Assist the team in supply market data gathering and analysis (e.g. intelligence gathering and best practice documentation through market research)
- § Research, follow, analyze and prepare supply market insights (e.g. price trends, cost drivers,

acquisitions & disposals etc.) as inputs to business planning process and strategic sourcing strategies.

- § Gather and input data into global / regional Supply Management databases.
- § Help develop and run material cost models (where appropriate).
- § Track, report, reconcile and monitor sourcing savings (e.g. maintain supplier reporting to calculate savings for sourced categories, validate savings and rebate tracking with key Business Team finance contacts, populate and maintain Global & Regional Project Tracking tools, support cost savings teams)
- § As needed prepare / consolidate supplier evaluation / assurance data to ensure supply base meets agreed performance criteria for service and quality and facilitates continuous improvement with the supply base - communicates output, follows up corrective action and reviews with internal customers, supplier relationship managers and suppliers.

**Become fully operational with and actively use:**

- § e-Sourcing tools including e-RFIs, e-RFPs, e-auctions, e-exchanges (e.g. Develop RFI, RFP and e-auction documents)
- § Appropriate Supply Management general databases (e.g. ISIS, Forecasting)
- § Material specific tools (e.g. Plastics Zone, Polymer impact tracker, OMS etc.)

**Education/Qualifications:**

- § 5+ years experience in general business or 2 - 4 years in Supply Management.
- § BS/BA degree, Logistics degree preferred
- § Appropriate functional / technical expertise.
- § Supply management, package engineering, engineering, financial, planning, or manufacturing experience is desirable.
- § Good working knowledge of Excel and PowerPoint essential. Knowledge of database software such as Access is a plus, software application training will be provided as required but a strong aptitude for data analysis is essential
- § Must be able to seek out supply market and internal data , information and intelligence from multiple sources – including cost drivers, business economics, mergers & acquisitions and develop cost models and insights
- § Strong analytical skills. Understanding of basic accounting and finance principles. Ability to develop cost models and pricing/savings scenarios

**Salary** \$75-80K Base Plus!! Plus excellent comprehensive benefits package!

**Relocation:** Yes, Position is in the Newark, NJ area

**Apply:** Complete your candidate profile at [www.searchlogixgroup.com](http://www.searchlogixgroup.com) and refer to job posting 20324SN or as a second choice, email your information and requirements to [resumes@searchlogixgroup.com](mailto:resumes@searchlogixgroup.com). Only candidates who appear to meet the above criteria will receive a response.

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## **Senior Project Engineer**

**Great Opportunity to join a growing furniture retailer!**

**Responsibilities:**

- Coordination, planning, scheduling, and execution of in-house engineering activities
- Able to work with multiple projects and multiple teams at same time
- Analyze job requirements and develop conceptual solutions to problems
- Estimate job costs and material needs and prepare full appropriation requests
- Assure jobs are in compliance with state and federal regulations in regards to permits
- Oversee testing, training and installation of equipment

- Create layout drawings and places purchase orders

**Education/Qualifications:**

- Four year degree in Engineering and four years experience in Plant Engineering or
- Two year degree in Engineering and six years experience in Plant Engineering
- Solid working knowledge of instrumentation, automated equipment, and machine shop practices
- Working knowledge of environmental regulations
- Strong AutoCAD required for plant layout work and design
- Understanding of engineering principles like dynamics, machine design, strength of materials, etc.

**Salary** 47-60k Plus!!! excellent comprehensive benefits package! Plus a targeted bonus on sales and profit at end of year

**Relocation:** Yes. Position is located in the Lynchburg, VA area.

**Apply:** Complete your candidate profile at [www.searchlogixgroup.com](http://www.searchlogixgroup.com) and refer to job posting 19326SN or as a second choice, email your information and requirements to [resumes@searchlogixgroup.com](mailto:resumes@searchlogixgroup.com). Only candidates who appear to meet the above criteria will receive a response.

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### **District Service Manager**

**Responsibilities:** This is a fantastic opportunity for a Regional of District Distribution Service Manager to join a very well established and successful company!

As a District Service Manager you will provide positive leadership to district service personnel, while managing all areas of field customer service, including asset and resource management and service training.

**Education/Qualifications:** BS/BA degree, Logistics degree preferred; 5+ years experience in managing multiple distribution centers. Strong analytical skills are required as well as excellent verbal and written communications skills.

**Salary** \$80-90k Base Plus Quarterly bonus!! Plus excellent comprehensive benefits package!

**Relocation:** Yes, we have positions throughout the United States. Key areas include the Chicago, IL and Orlando or Tampa, FL areas.

**Apply:** Complete your candidate profile at [www.searchlogixgroup.com](http://www.searchlogixgroup.com) and refer to job posting 15328SN or as a second choice, email your information and requirements to [resumes@searchlogixgroup.com](mailto:resumes@searchlogixgroup.com). Only candidates who appear to meet the above criteria will receive a response.

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### **Field Sales Manager**

**Responsibilities:** The Field Sales Manager is responsible for 100% attainment of their annual goals and sales plans. He/She are expected to lead Territory Sales Representatives to achieve targeted sales volume, profitability, product mix, and margin goals. Responsibilities of the Field Sales Manager are recruiting and hiring top sales talent; implementing a targeted prospecting plan; training and coaching; coordinating with location management for transition of new accounts; and building positive working relationships with the sales team, the location's management team, and local business leaders.

Essential Job Functions:

- Provides field coaching to TSRs and support for the CCS process; accompanies sales reps on calls to evaluate techniques; assists in closing key accounts
- Ensures compliance and execution of sales initiatives by continuously reviewing, monitoring sales plans, sales reporting information, key statistics and directing sales activities

- Ensures key account penetration through ongoing research and information-gathering regarding the marketplace and competitive situations, strategizing, initial sales calls and sales staff assignments.
- Leads the recruiting, interviewing and hiring efforts of sales personnel utilizing the Targeted Selection interviewing process and Caliper Profile and ensures training of sales reps via the Company's training program.
- Develops and ensures adherence to strategic sales plans with Sr. District Sales Manager. Leads focused, effective weekly sales meetings with clearly documented objectives and minutes
- Coordinates with the Sr. District Sales Manager to implement and support all company sponsored sales initiatives and new products
- Develops and ensures adherence to annual sales expense and capital budget with the Sr. District Sales Manager

**Education/Qualifications:**

- BS/BA in Sales, Marketing, Business, or Management, or equivalent education and experience required.
- 2-4 years related sales leadership experience, with focus on new account acquisition.
- Skilled in recruiting, development and retaining talent
- Successful in implementing systems, processes, and plans
- Effectively lead and facilitate business meetings
- Coaching and developing sales representatives

**Salary** 60K-80K Base Plus Commission!!! Plus excellent comprehensive benefits package!

**Relocation:** Yes, Position available in Houston, TX

**Apply:** Complete your candidate profile at [www.searchlogixgroup.com](http://www.searchlogixgroup.com) and refer to job posting 20322SN or as a second choice, email your information and requirements to [resumes@searchlogixgroup.com](mailto:resumes@searchlogixgroup.com). Only candidates who appear to meet the above criteria will receive a response.

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**Distribution Engineer**

**This is an exciting opportunity to join a very fast growing company!**

**Responsibilities:** We are looking for a strong Project Manager with experience in Plant or Distribution Center layout, design and implementation. This person will also need to be familiar with a variety of material handling equipment technologies and must possess strong analytical abilities. Must have a high proficiency aptitude in MS Access or other database tools as well as experience in MS Office and MS Project. Must possess substantial knowledge with layout development and with the selection, specification and procurement of storage and material handling equipment.

**Education/Qualifications:** BSIE, BSME or other Bachelors degree along with 5+ years experience required.

- Analytical experience related to distribution centers or complex databases required.
- Experience as a distribution center engineer preferred.
- Prior experience with WMS functionality and selection helpful.
- Ability to travel up to 50% of the time, annually.
- Strong oral and written communication skills, as well as presentation experience required.
- Computer literate required.

**Salary:** \$90K base plus! Excellent comprehensive benefits package!

**Relocation:** Yes, Assistance Available.

**Apply:** Complete your candidate profile at [www.searchlogixgroup.com](http://www.searchlogixgroup.com) and refer to job posting 17323SN or as a second choice, email your information and requirements to [resumes@searchlogixgroup.com](mailto:resumes@searchlogixgroup.com). Only candidates who appear to meet the above criteria will receive a response.

## **We Build Better Companies**

**Gina O'Leary**  
**General Manager**

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*If God brings you to it, He will bring you through it.*