

**Subject:** FW: Current Job Postings  
**From:** "Gina O'Leary" <gina.oleary@searchlogixgroup.com>  
**Date:** Sun, 25 Feb 2007 15:02:26 -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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### **Airfreight/Ocean Sales**

Excellent opportunity to join industry leader selling top-notch Airfreight and Ocean services and solutions!

**Duties/Responsibilities:** The primary objective for this position is to HUNT down new business within a primary market. Proactive, continued development and servicing of existing customers, inclusive of vertical market potential are key to building a successful territory.

**Education/Qualifications:** BS/BA degree; 3+ years experience in selling and hunting down business in an Airfreight and/or Ocean services environment. Strong written and verbal skills are necessary. Strong telephone interaction, networking skills and personal drive are also desired.

**Salary** \$60-65k base PLUS! Plus excellent comprehensive benefits package!

**Relocation:** No, position can be anywhere in New Hampshire, Maine or Rhode Island.

**Apply:** Complete your candidate profile at [www.searchlogixgroup.com](http://www.searchlogixgroup.com) and refer to job posting 15414sn 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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### **Director of Business Development**

**Duties/Responsibilities:** This position will plan and administer all sales policies and programs in effort to foster and promote truckload brokerage sales, 3<sup>rd</sup> party traffic management programs, agency programs, and possibly, owner-operator based cost plus fleets.

This position will also be responsible for:

- Driving top-line revenue with new and existing clients
- Develop “dry freight” sales as well as managing the sales activities for the organization.
- Propose and execute policies and transportation programs to achieve maximum sales volume potential for products and/or services
- Design and apply the sales strategy
- Create pricing models
- Sourcing transportation or distribution partners
- Assisting new office development
- Addressing customer complaints and resolving customer issues
- Prospecting new customers based upon the corporate guidelines of profitability, insurance, operational plans, and DOT rules & regulations
- Confer with department heads to formulate plans for soliciting business
- Create contracts and rate establishment
- Assist in developing tariffs and accessorial charges
- Create marketing program to include promotional items, brochures, advertising, and assists in website development

**Education/Qualifications:** BS/BA degree; 10+ years of transportation experience in sales and/or marketing, Experience establishing and managing sales and distribution channels, establishing and managing advertising, marketing and publicity programs. Excellent communication skills as well as selling skills and strong interpersonal skills required. Self-starter with strong customer interaction skills and the ability to interact with the others in the sales department is needed. Strong analytical skills, basic knowledge of financial statements, computer literacy with word processing, spreadsheet and presentation programs required.

**Salary** \$80-85k base PLUS! Plus excellent comprehensive benefits package!

**Relocation:** No, position can be anywhere in South Florida area; Fort Lauderdale, FL.

**Apply:** Complete your candidate profile at [www.searchlogixgroup.com](http://www.searchlogixgroup.com) and refer to job posting 15415sn 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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## **Inventory Planning Manager**

**Great Opportunity to join a solid, well defined company!**

### **Responsibilities:**

- Maintain adequate product supply while maximizing efficiency (annual inventory turns)
- Plan and monitor direct-import orders for all categories of business including mass merchants.
- Develop customer-level supply and demand volume forecasts.
- Supports Marketing and Sales teams with business analysis and reporting.
- Oversee customer service issues specific to mass merchant issues and assist in customer order allocation.
- Coordinate with Procurement on purchase order planning, including inventory control, to meet availability requirements.

### **Education/Qualifications:**

- Full working knowledge of inventory control and planning, preferably in apparel industry
- Advanced knowledge of Excel is necessary and working knowledge of Access is desirable
- Experience using Retail Link and/or Partners Online strongly preferred
- Excellent understanding of budgeting, forecasting, and order fulfillment
- Strong interpersonal skills with ability to handle stressful seasonal market

- Bachelor's degree a plus.

**Salary** \$70k-\$80k Plus!!! Excellent comprehensive benefits package!

**Relocation:** No. Position is located in Cincinnati, OH.

**Apply:** Complete your candidate profile at [www.searchlogixgroup.com](http://www.searchlogixgroup.com) and refer to job posting 19416sn 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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## **National Account Manager**

**Great Opportunity with long term growth potential!**

### **Responsibilities:**

- Establish/direct the National Accounts channel strategy relating to new power tool launches or opportunities and the execution of all promotions and marketing initiatives.
- Fully understand the retail channel, identify all new opportunities, and prioritize based on internal product plans and strategy.
- Perform and coordinate market research to gain insight into trends, technology developments, marketing and customer needs and to gain the competitive edge needed to succeed.
- Develop promotional ideas and pitches to key personnel/buyers, including all presentations, competitive analysis, and sales proposals.
- Assist and communicate with field sales force in new tool launches and marketing initiatives.
- Build, develop, and maintain strong working relationship with merchants and buyer

### **Education/Qualifications:**

- Bachelor's degree and/or 3 years experience with national accounts
- Solid general knowledge of power tools, power tool accessories and applications
- Able to work directly with key customers in a dynamic and professional manner
- Work in culturally diverse environment with time sensitive deadlines and goals
- Demonstrate good planning, time management, and organizational skills working with multiple projects and schedules

**Salary** \$75k Plus bonus!!! Excellent comprehensive benefits package!

**Relocation:** Yes. Position is located in Charlotte, NC ; Another position is located in Atlanta, GA.

**Apply:** Complete your candidate profile at [www.searchlogixgroup.com](http://www.searchlogixgroup.com) and refer to job posting 19417sn 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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## **Assistant Logistics Manager**

The primary objective for this position will be to assist the division in exceeding their financial and strategic goals by playing an active role as a key member of the division lead team. Plan, direct and monitor operation of the warehouse and delivery system within a division (including shipping, receiving and inventory control) to ensure a competitive service advantage by maintaining a high

degree of accuracy and customer service at a minimal cost.

**Essential Job Functions:**

- Safety
  - § Interpret, understand and act on individual and collective performance and quality data.
  - § Lead the selection of hiring and of new warehouse and delivery employees and supervisors; evaluates employee performance; develops and implements action plans for improving all employees.
  - § Facilitate engagement implementation plans in warehouse/transportation for greater employee engagement – including Kazan project.
  - § Warehouse Operation and Coordination of Trucking System: develop a space utilization plan to meet prescribed cost and service standards. Maintain space layout plan to ensure it continues to meet company standards. Maintain an effective product location system and update as necessary. Provide assistance in all transportation functions of outbound customer orders to ensure they are meeting company standards for customer service, cost and security.
  - § Utilizes existing technology in warehouse/transportation such as Xata, VCR, Logistics Scorecard (xls).
  - § Maintenance of Facility and Equipment
  - § Employee Development: Develop and maintain a productive work team by utilizing programs for hiring, training, and professional development to match skills and background of personnel to the work required. Apply sound communication and motivational techniques, utilizing programs to supervise, counsel, and discipline reports. Comply with consistent performance monitoring system for recommending promotions, wage increases, and terminations.
  - § Meeting and Exceeding Customer Expectations
  - § Participate in group and regional distribution projects as assigned.
  - § Other duties as assigned

**Education/Qualifications:** College degree preferred or equivalent work experience. A thorough understanding of warehouse, delivery and traffic operations within a distribution setting, as well as government regulations (e.g., DOT, OSHA, HazMat, etc.). Preferably from a large, national or decentralized organization. Experience in design, building and/or relocation of a distribution facility is helpful. 5+ years of successful supervisory/management experience is required. Ability to motivate and develop direct reports, as well as size up new talent. PC proficient in Windows based software programs. Familiarity with mid-range and mainframe operational systems is helpful. Excellent leadership, customer relations and interpersonal skills are required. Ability to motivate team, manages multiple projects, work under pressure, and adapt to sudden changes in the work environment. Excellent verbal, written, people, and diplomacy skills are required. Strong planning and organization skills are required.

**Salary** \$55-60k base PLUS! Plus excellent comprehensive benefits package!

**Relocation:** No, positions are in the Harrisburg, PA and Atlanta, GA areas.

**Apply:** Complete your candidate profile at [www.searchlogixgroup.com](http://www.searchlogixgroup.com) and refer to job posting 15412sn 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.