

Subject: Current Job Postings
From: "Gina O'Leary" <gina.oleary@searchlogixgroup.com>
Date: Mon, 18 Sep 2006 14:56:40 -0400
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.

We are also working on other searches across the U.S. Please visit our job board at 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

Senior Logistics Analyst

Responsibilities: Provides technical and analytical support to the entire Logistics area. This position will act as the liaison between Company and their 3rd party freight payment and audit companies (both for LTL and Small Parcel shipments). This position will also be responsible for:

- Performing analysis necessary for completion of month end freight reporting
- Identifying variances to freight budget/trends and research potential causes
- Completing freight reporting on a quarterly basis
- Working with Product, Six Sigma and Logistics identify and convert suppliers to Company's direct ship program
- Monitoring supplier compliance to 3pl instruction to ensure Company's best interests are being met
- Participating in special projects and performs additional duties as required

Education/Qualifications: BS/BA degree; 5+ years of analytical experience required. Strong analytical capabilities required. Excellent knowledge of word processing and spreadsheet software required. Excellent oral and written communication skills required. Effective time management and organizational skills required.

Salary: \$60-65K base PLUS! Excellent comprehensive benefits package!

Relocation: Yes, position is in the Melville, NY area.

Apply: Complete your candidate profile at www.searchlogixgroup.com and refer to job posting 15290SN or as a second choice, email your information and requirements to resumes@searchlogixgroup.com. Only candidates who appear to meet the above criteria will receive a response.

Director of Sales

Are you ready to control your own future?

Responsibilities:

- Business development and management of current and new client base in the accounting, tax, and finance areas.
- Identify viable client prospects from several different sources.
- Recognize and expand on seasonal/market condition trends and related staffing needs.
- Identify and initiate contact with all authorized hiring decision makers within the client prospect and secure an initial client visit with all qualified prospects.
- Convert prospects into new clients; obtain defined job orders with detailed job descriptions and skill requirements, setting and negotiating bill pay rates, introducing appropriate staffing coordinator and managing fulfillment process.
- Top income potential, benefits and growth with strong and growing company.

Education/Qualifications:

- B/A or B/S degree; (Finance or Accounting preferred)
- Minimum 3 years in the temporary staffing industry
- Strong client development skills
- Strong communication and phone skills
- Positive and motivational attitude

Salary \$40-55k base plus commissions! Excellent comprehensive benefits package!

Relocation: No; position is in Atlanta, Ga.

Apply: Complete your candidate profile at www.searchlogixgroup.com and refer to job posting 19288SN or as a second choice, email your information and requirements to resumes@searchlogixgroup.com. Only candidates who appear to meet the above criteria will receive a response.

Division Controller

An Excellent Opportunity for an Experienced Accountant!!

SUMMARY: Responsible for directing financial activities of the division by performing the following duties personally or through subordinates

ESSENTIAL DUTIES & RESPONSIBILITIES include the following and other duties may be assigned:

- Ø Responsible for directing the accounting and statistical reporting functions for the division
- Ø Maintain the accounting function in accordance with GAAP and within corporate policies
- Ø Ensure that financial controls and records are maintained in accordance with company policy and legal requirements
- Ø Supervision and training of accounting, data entry, collections, and expense function ensuring the promptness, accuracy and completeness in the performance of all responsibilities, data and reports
- Ø Provide and review with the General Manager and other functional areas, financial reports, analyses and other information as required
- Ø Provide support and assistance for the Divisions Goals and Action Plans
- Ø Review and approval of payroll, accounts payable, and account adjustments
- Ø Detailed management and involvement in the collection process
- Ø Preparation and review of supporting month-end entries, billing, account reconciliation and month end statistical reports and results
- Ø Assist the General Manager in preparation of monthly financial forecast
- Ø Coordination and development of the annual budget

- Ø Review and reconciliation of monthly physical inventories
- Ø Provide analytical support for Capital Expenditure Requests
- Ø Must be able to develop a working knowledge of operations and to relate that knowledge to the financial results.

QUALIFICATIONS: To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Ø **Education and/or Experience** – Bachelor’s degrees(BA) in accounting or a business related field from a four year college or university: and five to ten years related experience. Waste or transportation industry experience preferred
- Ø **Language Skills** – Ability to read, analyze and interpret general business periodicals, professional journals and governmental regulations. Ability to write reports, business correspondence and procedure manuals. Ability to effectively present information and respond to questions from groups of manager, clients, customers and the general public
- Ø **Mathematical Skills** – Ability to work with mathematical concepts.
- Ø **Computer Skills** – To perform this job successfully, an individual should have strong working knowledge of Microsoft Excel Spreadsheet software and Microsoft Word Processing software.
- Ø **Other Skills and Abilities** – Working knowledge of PC based G/L and fixed assets systems

Salary: \$75K-85K (based on experience) Excellent comprehensive benefits package!

Relocation: No, position located in the San Francisco area.

Apply: Complete your candidate profile at www.searchlogixgroup.com and refer to job posting 11286SN or as a second choice, email your information and requirements to resumes@searchlogixgroup.com. Only candidates who appear to meet the above criteria will receive a response.

Account Executive – Cable Vertical

A Great Opportunity for a Seasoned Account Executive!!

Responsibilities:

- Manage and increase sales in the west coast territory within the cable vertical
- Conduct quarterly business reviews for each client and program
- Aggressive prospecting plan to include 50 dials a day to identify new business opportunities
- Daily maintenance of contact database and organized, strategic pursuit of new opportunities
- Management and development of SOW's, proposals, RFP's, etc.
- Identification of new service opportunities that leverage our core capabilities
- Leverage senior leadership to elevate position to regional, division and corporate executives
- Strong team focus to continue to foster positive internal sales/operations culture
- Strong self-discipline and self motivation that will communicate regularly with corporate office, but deliver measurable results

Education/Qualifications:

- 3-5 years solution selling and question-based selling experience to 'C' level.
- B.S. or equivalent college degree
- Knowledge of the cable industry
- Tenacious and stick-to-itiveness work ethic
- Goal Oriented, Team Player
- Transaction and relationship driven
- Creative business thinking skills and logic are important
- Excellent written, verbal and interpersonal communication skills
- Creativity, business and analytical abilities

Salary: \$70k plus. Top performers are earning \$150k plus

Relocation: No...work from a home office.

Apply: Complete your candidate profile at www.searchlogixgroup.com and refer to job posting 17278SN or as a second choice, email your information and requirements to resumes@searchlogixgroup.com. Only candidates who appear to meet the above criteria will receive a response.

Service Operations Manager

Responsibilities:

- Oversees all daily operations of the service operations team to support sales activities.
- Acts as a primary contact for service issues in high profile accounts. Manages customer relationships.
- Provide periodic business reviews to the District Service Manager and Regional Service Director
- Maintains budget and approves expenses. Monitors profit and loss statements of service center operations by reviewing and analyzing service operations and related accounting data and institute necessary data management initiatives to ensure productivity and cost controls
- Ensures that all assigned locations have up to date and documented protocols for all assigned customer accounts, and are adhering to all hospital protocols regarding the delivery, service, pick up and safety checks
- Manages service center fleet vehicle programs to ensure cost effective utilization of vehicles, sound vehicle safety practices, while maintaining adherence to corporate policies and procedures
- In accordance with FDA regulations, monitors equipment performance in service center to identify issues and recommend processes to improve reliability and/or serviceability of our products
- Responsible for managing safety programs to ensure workers' safety and awareness.
- Ensures proper staffing to ensure work schedules at all assigned locations are conducive to supporting local business commitments, while operating within HR guidelines at all times
- Supports and locally directs the establishment of sound and achievable service center operation goals and programs that contribute to the overall field services objectives.
- Organizes and structures service center operations by training, developing, evaluating and rewarding service center personnel to ensure high levels of productivity and customer service with minimum employee turnover

Education/Qualifications:

- Bachelor's degree required
- Five years experience in a service, operations or a related field
- Two years supervisory experience
- Experience with multi-location management is a plus

Salary

- \$75,000 base

Relocation:

- Relocation package offered. Positions are in Trenton, NJ, Philadelphia, PA and New York City

Apply: Complete your candidate profile at www.searchlogixgroup.com and refer to job posting 19266SN or as a second choice, email your information and requirements to 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

www.searchlogixgroup.com

blog: www.thedailyrecruiter.com

770-517-2660 x14

~~~~~

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