

**Subject:** Current Job Postings  
**From:** "Gina O'Leary" <gina.oleary@searchlogixgroup.com>  
**Date:** Fri, 20 Jan 2006 15:40:20 -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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**Operations Analyst**

Join our rapidly growing, motivated, highly ambitious operations team now! We are looking for confident and ambitious individuals to utilize their talent. We have openings for the Operations Analyst in our corporate headquarters located in Santa Monica, California as well as our warehouses located in the Philadelphia, Chicago and Atlanta areas.

**Duties and Responsibilities:** This position requires sales and analytical skills. Ideal candidate will be organized and have the ability to develop and maintain business relationships. In this role you will serve as a liaison between the clients and Company. It requires someone bright, articulate, and very customer service oriented.

As an operations analyst you will identify, acquire and maintain manufacturer users of the Company's web-based supply chain logistics solution. You will analyze manufacturer's current fulfillment and transportation system, identify inefficiencies, illustrate and quantify efficiencies and savings gained through the Company's system, negotiate service contracts and terms, and manage ongoing relationship with client. You will also expand manufacturer's current service usage as business needs evolve and grow. Monthly price negotiations with transportation carriers and development of customer service programs will also be part of your role.

**Education/Qualifications:** Minimum two (2) years of successful logistics sales management and operations experience. The candidate will have significant experience in a sales management or operations role related to logistics including supply chain management, warehousing, transportation, fulfillment, VMI, APS and ATP activities and techniques with demonstrated success in the Internet or high technology space. Results-oriented, strong communication skills, sales management skills, and organizational and

administrative skills. Demonstrated success in negotiating and closing deals. BA / BS degree is required.

Please reference code 20129SN when referring to this posting.

**Salary:** \$45K base bonus and commissions!!! Excellent comprehensive benefits package.

**Relocation:** No positions are in Santa Monica, CA, Philadelphia, PA, Chicago, IL and Atlanta, GA areas.

**Apply:** Complete your candidate profile at [www.searchlogixgroup.com](http://www.searchlogixgroup.com) and refer to job posting 20129SN 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 Operations Manager**

**Duties and Responsibilities:** Build your career at this industry leader! This Assistant Operations Manager will be groomed to take over the day to day operations of maintaining a successfully running Distribution Center.

**Education/Qualifications:** BS/BA degree preferred; 2+ years of Distribution Management experience. Supervisory experience. Successful candidate will have excellent planning, problem solving, time management and communication skills. Must be able to work any shift. Strong initiative and attention to details are a must.

Please reference code 15124SN when referring to this posting.

**Salary:** \$50-55K base PLUS excellent quarterly bonus potential !! Excellent comprehensive benefits package.

**Relocation:** Yes, position in Raleigh, NC area.

**Apply:** Complete your candidate profile at [www.searchlogixgroup.com](http://www.searchlogixgroup.com) and refer to job posting 15124SN 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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#### **Account Manager - LTL**

**Duties and Responsibilities:** Exciting career opportunity for an experienced transportation (TL & LTL) sales person to join a young, dynamic, growing organization. Looking for a sales professional with a strong rolodex to join an established total transportation freight company. This Company has its' new Leadership Team is excited about the future! Senior Management from diverse, national truckload and LTL backgrounds with very positive management styles.

This company offers the accomplished truck salesperson flexibility and autonomy. Integrity is at the core of this company. Friendly, open atmosphere with an electric feeling of opportunity and success ahead. Looking for the right individual with a strong rolodex to share in that success -- both professionally and financially.

**Education/Qualifications:** BS/BA degree preferred; 5+ years successful LTL sales experience; high energy and a good attitude at MUST! Small package and heavy transportation experience a plus!

Please reference code 20133SN when referring to this posting.

**Salary:** \$55-60K base PLUS !! Excellent comprehensive benefits package.

**Relocation:** Possibly, this position is in the El Paso, TX area.

**Apply:** Complete your candidate profile at [www.searchlogixgroup.com](http://www.searchlogixgroup.com) and refer to job posting 20133SN 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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### **Account Executive**

*As an Account Executive you are responsible for:*

- Achieving the stated sales revenue and gross profit goals and projections listed in your annual Sales Plan.
- Prospecting and developing new client leads and project opportunities that will build a sales pipeline for achieving stated sales and gross profit goals.
- Leading the sales development and closing of new business in strategic services & material handling systems solutions.
- Focusing on a specific industry vertical, e.g., Healthcare/Pharmaceutical, Retail, Consumer Package Goods, Parts Distribution, etc., and leading the sales, marketing & business development efforts that achieve brand building & sales goal achievement.
- Establishing strong senior level executive relationships with both existing and prospective clients in the target verticals and target companies.
- Focusing on developing and growing your strategic services and material handling systems knowledge through both internal and external training.
- Orchestrating the accurate flow of information and resources between your prospect / customer and the various support teams and / or manufacturers.
- Building strong customer relationships through consistently high customer service and customer management activities.
- Providing new ideas to help us refine and improve the way we conduct our business focus on supporting our mission to be the best supply chain solutions provider in the United States.

### **Education/Qualifications:**

- Industrial Engineering, Logistics or Industrial Distribution degree required.
- Sales Experience: 5-8 years minimum in the supply chain/material handling or related fields.
- Executive level sales, e.g., selling services/solutions at the client's senior executive level.
- Proven track record in complex selling.
- Industry Experience: Extensive experience in the Retail / Consumer Package Goods, Healthcare/Pharmaceutical, or Parts Distribution industry.
- Computer skills: Salesforce and Microsoft Applications (Outlook, Word, Excel, PowerPoint etc.)
- Organizational: planning, organizing, executing, financial reconciliation.
- Communication: both written and verbal with team members, customers, vendors and subcontractors.

Please reference code 20134SN when referring to this posting.

**Salary:** \$90K base PLUS commissions !! Excellent comprehensive benefits package.

**Relocation:** No, this position is in the Atlanta, GA area.

**Apply:** Complete your candidate profile at [www.searchlogixgroup.com](http://www.searchlogixgroup.com) and refer to job posting 20134SN 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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### **Plant Engineer**

**Duties and Responsibilities:** This position will be working with the Production and Quality departments, reviews equipment and process performance, designs and implements modifications to enhance production capabilities and ensure a quality product in a safe, environmentally friendly and cost effective manner. Conducts all work in accordance with standard engineering principles and practices. Responsible for writing capital project requests, assembling bid packages and obtaining vendor quotes. Timely manages projects, within budget, coordinating efforts with contractors and onsite personnel. Ensures that engineering files and drawings are compiled and maintained. Tests newly installed equipment to ensure contract specifications are met and proper operating conditions are understood by personnel. Trains employees on use of such equipment as appropriate. Provides electrical and instrumentation expertise to other company facilities as needed.

Responsible for providing technical support to the Maintenance department. Works with Maintenance Supervisor to maintain plant efficiencies and resolve certain operational problems

Responsible for providing assistance to ensure plant compliance with local, state and federal regulations and guidelines. Ensures documentation is submitted as required and files maintained. Provides leadership by demonstrating a personal commitment to promoting safe work practices, and provides technical assistance to improve the safety of the facility.

Performs other related tasks when necessary or as required. PE (Professional Engineer) Certification desirable.

**Education/Qualifications:** Bachelor's degree in engineering (mechanical, electrical, chemical, etc.). Seven plus years engineering work at a production facility. Five plus years experience in production/industrial maintenance. Experience in budgeting, project management, process improvement, instrument and control systems, and supervision. Computer experience, including word processing, spreadsheets and engineering software.

Please reference code 20119SN when referring to this posting.

**Salary:** \$70-85k base PLUS !! Excellent comprehensive benefits package.

**Relocation:** No, position is in the Atlanta, GA area.

**Apply:** Complete your candidate profile at [www.searchlogixgroup.com](http://www.searchlogixgroup.com) and refer to job posting 20119SN 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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