

**Subject:** Current Job Postings  
**From:** "Gina O'Leary" <gina.oleary@searchlogixgroup.com>  
**Date:** Thu, 20 Oct 2005 16:19:56 -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 [www.searchlogixgroup.com/resume.asp](http://www.searchlogixgroup.com/resume.asp) 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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**Logistics Coordinator**

**Duties and Responsibilities:** This is a GREAT opportunity to join a very fast growing company! This Logistics Coordinator will be responsible for coordinating transportation and logistics issues both domestically and internationally. This person will act as a liaison between the freight forwarders, operations and vendors. This person will assist and report to the Purchasing Manager.

**Education/Qualifications:**

- n Bachelor or graduate degree
- n 5+ years logistics experience
- n 3+ international freight experience
- n Some purchasing experience a PLUS!!
- n Team player
- n Strong communicator
- n Self motivated person who loves a challenge!

Please reference code 15989SN when referring to this posting.

**Salary:** \$50-55k Base PLUS !! There are too many benefits to this position to list! Excellent comprehensive benefits package!

**Relocation:** Yes, position is in Fort Wayne, IN!

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

15989SN 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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### Sourcing Manager

**Leading manufacturer of sporting equipment seeking Sourcing Manager!**

**Skills/Experience:**

- Sourcing of engineered technical products
- Price & Terms negotiating / Strong Negotiation Skills
- Global experience
  - Culture awareness for Asian relationships
- Capable of detailed project planning and execution
- System literate
- Manufacturing and/or QC background a plus
- APICS CPIM and/or Six Sigma Black Belt a plus

**Personality:**

- Able to multitask
- Attention to details
- Process thinker that drives down to root causes
- Not phased by long hours and travel
- Firm but fair in dealing with employees and vendors
- Intelligent but able to communicate at many levels
- Leads by example
- Does not tolerate mediocrity
- Outdoor sports enthusiast

**Education/Qualifications:**

BS/BA; 5-10+ years supply management  
Successful history of managing key commodities  
Ability to formalize supply strategies

Please reference code 20990SN when referring to this posting.

**Salary:** \$80,000 - \$90,000 base PLUS!! Excellent comprehensive benefits package.

**Relocation:** Yes; position is located in Connecticut

**Apply:** Complete your candidate profile at [www.searchlogixgroup.com](http://www.searchlogixgroup.com) and refer to job posting 20990SN 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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### Logistics, Operations and Customs Compliance Manager

**Duties/Responsibilities:** Exciting opportunity with leading logistics' company in Norfolk, VA area. This 3<sup>rd</sup> Party logistics provider provides complete supply chain services and solutions for companies and suppliers. Primary customer base includes manufacturing, heavy trucks, aerospace parts, construction equipment, marine engines, buses and aftermarket parts distribution.

This position is a staff function that will manage company's customer's transportation and customs compliance programs. This position will be responsible for optimizing domestic and international transportation freight flows of parts and materials as well as maximize trade compliance according to US Customs regulations. Customs compliance will be managed through a balanced program of informed compliance to control, administer and coordinate all import and export transactions that will ensure compliance with Customs and International Trade laws and regulations.

Core Responsibilities include:

- Working closely with Sales Materials Department to ensure on-time carrier delivery performance
- Managing inbound/outbound freight flows while reducing lead-times and costs
- Managing carrier base and oversee all modes of transportation
- Review carrier and material suppliers' performance
- Act on supplier routing deviations
- Oversee dedicated plant to plant fleet operations and freight consolidations
- Analyze detailed freight billing reports and control freight costs
- Improving transportation processes, shipping patterns, and freight flows
- Managing freight claims process
- Assisting with implementation of packaging program
- Track/trace shipments when necessary
- Expediting shipments when necessary
- Ensuring successful execution of logistics programs or project initiatives
- Establishing a trade compliance process/system that supports goals of increased compliance, reduces the cycle time required for compliant imports to clear Customs and as a result save money for the company,
- Integrates a Mod-Act requirements
- Administer and enforce NAFTA and other Trade Agreements and ensure that imported and exported goods for which NAFTA referential is claimed and entitled

**Education/Qualifications:**

- BS/BA;
- 3+ years transportation, logistics and Customs compliance experience
- Ability to multi-task
- High skills in building strong customer service relationships
- Effective supervisory skills
- Solid analytical and problem solving skills

Please reference code 15991SN when referring to this posting.

**Salary:** \$70,000 - \$80,000 base PLUS!! Excellent comprehensive benefits package.

**Relocation:** Yes; position is located in Norfolk, VA area.

**Apply:** Complete your candidate profile at [www.searchlogixgroup.com](http://www.searchlogixgroup.com) and refer to job posting 15991SN 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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**LTL NATIONAL ACCOUNT MANAGER**

**Duties and Responsibilities:** Exciting new opportunity for National Account Manager to handle 28mm dollar territory. Join a team of professional transportation and logistics' providers! Successful Candidates will have a solid sales background in LTL, TL or 3PL markets.

Company has an impeccable image and reputation for meeting the transportation needs of their Customers. Due to tremendous success, company is expanding their Northeast presence

Successful Candidates will have strong sales mentality -- equally capable of cold calling, direct customer sales, and interfacing with clients. Must be able to work from a Home Office.

**Education/Qualifications:**

- BS or BA from accredited 4 yr college.
- Superior communication and presentation skills
- Excellent computer skills
- Formal sales training (Solutions Selling or Strategic Selling) desired.
- Candidate must have strong people skills
- Understands entire sales cycle (lead generation, cold call, direct sales, solution selling).

**Salary:** \$80k base + commission = six figure OTE. Comprehensive benefits package! Including Company Car

**Relocation:** No. New England region

**Apply:** Complete your candidate profile at [www.searchlogixgroup.com](http://www.searchlogixgroup.com) and refer to job posting 20992SN 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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**Vice President Inventory/Purchasing Management**

**Duties and Responsibilities:** Directly responsible for planning, purchasing, tracking, and maintaining inventory levels. Manage the supply chain, vendor accountability and the purchasing staff. Provide analysis and help lead systemization, implementation and use of inventory management systems. Ensure systems and programs are sufficient to meet company's inventory management needs for all import and domestic products. Help develop strategies and tactics for improving operation efficiencies, improving service levels and setting and maintaining inventory levels as well as operation cost. Provide leadership and assume responsibility for the functional and financial control of the department including development and management of an annual business plans and budget. The following duties and responsibilities are indicative of the position but certainly not limited to:

- § Ensure compliance with established procedures and maintain effective internal control over the physical product flow and accounting of inventory receiving, shipping, and other inventory areas in both retail and DC operations
- § Involved in vendor reviews, selection and negotiation process.
- § Responsibility for training and mentoring purchasing staff.
- § Heavily involved in product reviews, including which items to obsolete and new product programs to introduce. Will have responsibility related to the implementation of such programs and related committees.
- § Coordinate communication with Accounting, Sales, Retail, Warehouse Management and all

other impacted departments

- § Assist Controller and VP Finance in coordinating the scheduling and ensure performance of physical inventories; establish and negotiate 3<sup>rd</sup> party inventory services
- § Responsible for inventory planning, scheduling and general management
- § Ensure adequate inventory of product in accord with inventory cycles and forecasts
- § Works with warehousing management to establish the plan for the storage of all inventory product using frequency specifications and replacement calculations to determine fill rate
- § Oversee the planning, scheduling, and general management of all inbound product
- § Ensures compliance to quality initiatives and Critical Social Compliance issues with all suppliers.
- § Assist Human Resources on all policy related and staffing issues
- § Conduct daily inventory analysis to solve inventory issues quickly such as providing product substitutions or locating product and processing inventory for pending sales
- § Develops and implements inventory control procedures
- § Assist in reviewing and researching daily physical cycle count variances
- § Leads, directs and manages inventory and purchasing teams

**Education/Qualifications:**

- B.S. degree in Business, Logistics, and/or Systems or the equivalent is required
- Masters in Business, Logistics with emphasis in Supply Chain Management is preferred
- 3+ years in a similar Vice President role
- Minimum 10 years experience with Inventory Management
- Direct import purchasing experience required
- Strong analytical skills, understanding of management systems, forecasting and budget
- Ability to analyze industry trends to recommend, develop and integrate necessary changes
- Problem solver
- Excellent written and oral communication skills
- Ability and willingness to travel internationally

**Salary:** \$130 -160k base PLUS!! Excellent comprehensive benefits package!

**Relocation:** Yes, position is in the Indianapolis, IN area.

**Apply:** Complete your candidate profile at [www.searchlogixgroup.com](http://www.searchlogixgroup.com) and refer to job posting 17993SN 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.