

Subject: Current Job Postings
From: "Gina O'Leary" <gina.oleary@searchlogixgroup.com>
Date: Fri, 17 Feb 2006 14:02:31 -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.

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

Distribution/Operations Supervisor

Duties and Responsibilities: Astounding opportunity to join industry leader! Company is looking for Distribution/Operations Supervisors to help them successfully with their expansion. There is plenty of room for advancement. This position will be responsible for 20-25 warehouse employees on 3 different shifts. Motivating, training and leading the distribution center operations function. This person will also assist with developing daily operational plans to meet and exceed customer service requirements; maximizing productivity and implementing team goals.

Education/Qualifications: BS/BA degree preferred; 5+ years of Distribution experience. 1-2 years of 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 15122SN when referring to this posting.

Salary: \$40-45base 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 and refer to job posting 15122SN 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.

Transportation Manager

Duties and Responsibilities: Build your career at this industry leader! This Transportation Manager will be groomed to take over the day to day operations of maintaining a successfully running trailer pool and manage rate negotiations, exempt staff and load planners. This is a highly visible position that would lead to other

opportunities within the organization.

Education/Qualifications: BS/BA degree preferred; 5+ years of Distribution Traffic Management experience. 3+ years Management experience. Strong negotiation skills a must. 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. Major retailer transportation experience a must!

Please reference code 20156SN when referring to this posting.

Salary: \$80-85K base PLUS excellent quarterly bonus potential!! Excellent comprehensive benefits package.

Relocation: Yes, position Asheville, NC area.

Apply: Complete your candidate profile at www.searchlogixgroup.com and refer to job posting 20156SN 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.

Logistics Consultant

Duties/Responsibilities: Manages and facilitates all facets of supply management activities between the division business units and their suppliers. Develops strategies to continuously improve supplier performance. Monitors supplier performance in critical areas to ensure on-time delivery, acceptable quality levels, and competitive costing models.

JOB FUNCTIONS: The responsibilities of the *Logistics Consultant* include:

1. Assisting Sales Team (60 %)

Achieve overall revenue, profit and market share objectives

Continually improve sales related processes and procedures

Maintain an industry leading level of customer satisfaction

Adopt a "team sell" attitude and strive for a "win-win" result with internal and external customers

Participate in the sales presentations and provide technical support

Participate in sales presentations and demonstrations (in-house and remote)

Prepare demo scripts

Assist with presentation materials and managing equipment for set-up and / or shipment

Attend trade shows and assist with set-up/tear down and booth staffing

Participate in Sales Development presentations

Maintain and continually improve demonstration capabilities including demo system upgrades, conducting internal Sales department training, demo system props and proposal content

Provide technical support for product demonstrations

Assist in maintaining competitive analysis information

Participate in, and contribute to departmental meetings

Serve as backup to other Logistics Consultants and Regional Sales Managers

Act as liaison to other internal departments, in particular, Product Development, Configuration Services, Marketing, and Product Delivery as required

Communicate and work effectively within the Sales Department as well as with other internal customers

2. Assisting with responses to customer Requests for Information/Proposals (25 %)

Writing proposals

Assist in managing the proposal response process

Participate in maintaining Information Base for customer responses to Requests for Information

Follow-up with prospective customers as appropriate

3. Professional Development (15 %)

Maintain a thorough understanding of functionality and technical architecture

Continually strive to improve overall Sales processes and procedures

Develop solution selling expertise including; question handling, sale strategy execution, situational probing/surveying and solution suggesting

Education/Qualifications:

- Bachelor's degree in Computer Science, Business Management, or related field
- Ability to travel 30-50% (may include weekends), and work off hours.

Skills / Experience Required

- Industry background in Transportation, Labor, and/or Warehouse Management.
- Demonstrated ability to produce clear, concise and technically accurate responses to product related inquiries (functional and technical) in both written and verbal form.
- Demonstrated teamwork and task leadership.
- Ability to utilize solution selling skills as part of the sales process.

Please reference code 20137SN referring to this posting.

Salary: \$90k base PLUS! Excellent comprehensive benefits package.

Relocation: No, positions are open nationally.

Apply: Complete your candidate profile at www.searchlogixgroup.com and refer to job posting 20137SN or as a second choice, email your information and requirements to resumes@searchlogixgroup.com. Only

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Area General Manager

Responsibilities:

We are seeking an experienced General Manager to provide leadership and direction for our business unit, which includes branches in Springfield, Winchester, and Baltimore.

You will be entrusted with the company's chief resources: its people, its equipment and facilities, and its customers. You will lead and direct these resources to grow the business, control costs, and to provide customer satisfaction, a competitive return for shareholders and security for the employees who contribute to Company's success.

This position must exhibit impeccable ethics, superior leadership, the highest degree of professionalism, a strong drive to succeed and an "ownership" attitude toward the business. A solid background in leadership, accounting, sales, operations and management are necessary for success.

Education/Qualifications:

This exciting opportunity requires a seasoned professional with:

At least ten years management experience, with full P&L responsibility, ideally in a transportation, manufacturing, or distribution-related industry. Excellent communications, analytical and leadership skills are required.

Please reference code 20146SN when referring to this posting.

Salary: \$\$100K + bonuses- Excellent comprehensive benefits package!

Relocation: Yes, the position is in Springfield, VA.

Apply: Complete your candidate profile at www.searchlogixgroup.com and refer to job posting 20146SN 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.

Transportation Manager

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Education/Qualifications: BS/BA degree preferred; 5+ years of Distribution Traffic Management experience. 3+ years Management experience. Strong negotiation skills a must. 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. Major retailer transportation experience a must!

Please reference code 20156SN when referring to this posting.

Salary: \$80-85K base PLUS excellent quarterly bonus potential !! Excellent comprehensive benefits package.

Relocation: Yes, position Asheville, NC area.

Apply: Complete your candidate profile at www.searchlogixgroup.com and refer to job posting 20156SN or as a second choice, email your information and requirements to resumes@searchlogixgroup.com. Only

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We Build Better Companies

Gina O'Leary

General Manager

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The SearchLogix Group

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