

**APPLY
NOW!**



Our Clients Are Hiring!

Pharmaceutical company - international CDMO

- These positions are on-site in their Massachusetts locations.
- Openings include:
 - **Senior Project Manager - Hybrid**
 - **Method Development Scientist**
 - **Senior Process Engineer**
 - **Director, Operational Excellence & Remediation**
- These positions are on-site in their Massachusetts locations.
- Openings include:
 - **Business/Customer Support Officer - Hybrid**



Our Talent!



JOB SEEKERS



Sales, Membership, Fundraising

- **Industries:** real estate, niche publishing and nonprofits
- **Locations:** North Shore, MA and Portsmouth, NH
- **Work Type:** remote, hybrid or on-site
- **Highlights:**
 - Top performer in the real estate industry, averaged 8 million in sales and accomplished Platinum and Diamond Society achievements levels for annual property sales.
 - Implemented formal sales training and leadership development programs from scratch.
 - Oversaw a Market Center of 240 real estate agents.
 - Grew agent count by 18%.
- **Likes:**
 - Coaching others.
 - Working in small teams.
 - Using their creativity.



Senior Marketing Executive

- **Industries:** banking, financial services and agency
- **Locations:** North Shore, MA, Southern, NH and Boston
- **Work Type:** remote, hybrid or on-site
- **Strengths:**
 - Market analysis
 - Marketing automation
 - Content management
 - Brand and campaign development
 - Digital marketing
 - Web development
 - Lead and revenue generation
 - Trade shows/sales meetings
 - New product launch
 - Marketing stack integration
- **Desired Industries:**
 - Fintech
 - Cryptocurrency
 - Healthcare
 - Banking
 - Financial services



Fund Accounting, Accounting Analyst, Product Manager

- **Industries:** financial services, banking and small start-ups
- **Locations:** New England or Texas
- **Work Type:** remote, hybrid or on-site
- **Highlights:**
 - Managed a dual location fund accounting team.
 - Supervised fund expense and payment analysis platform.
 - Monitored billions of dollars in daily money movement for over 2,100 mutual funds across four lines of business as a Product Manager.
 - Experience as a full charge accountant at a resort.
- **Preferences:**
 - Financial services industry or working as part of a corporate accounting team.
 - Mid-level Accountant position.
 - Accounting or Business Analyst position.



Marketing, Social Media, Project Management, Customer Experience

- **Industries:** tech, pharmaceuticals
- **Locations:** Massachusetts
- **Work Type:** remote(preferred), hybrid (preferred) or on-site
- **Highlights:**
 - Designed and executed an 18-week social media marketing campaign, boosting engagement by 20%.
 - Created and implemented new designs for the content and presentation of the company website.
 - International digital marketing experience.
 - Bachelor of Science in Business Administration, Marketing.
- **Preferences:**
 - Tech industry.
 - Marketing/social media position.
 - Event marketing position.



Account Manager, Wellness Specialist



- **Industries:** health care, food and beverage
- **Locations:** Boston, MA
- **Work Type:** remote
- **Highlights:**
 - Health expert, wellness coach, account executive/sales representative, case manager/advocate and social worker with 10+ years of the managed care and insurance industries.
 - Recognized as sales leader out of 50 people and consistently ranked in the top 10% of beverage sales.
 - TIPS certified tasting expert providing presentations and wine pairings to increase client engagement and boost wine sales.
 - Provides samples and promotes/sells products to consumers.
- **Preferences:**
 - Organizations with a social mission.
 - Sales position.
 - Health care or food and beverage industry.



X-Ray Technologist, Dental Assistant

- **Industries:** healthcare
- **Locations:** Greencastle, IN
- **Work Type:** on-site
- **Experiences:**
 - Poured impressions, assisted with extractions and fillings, took panoramic X-rays.
 - Operated scans and ran control panels for fluoroscopy unit.
 - Managed patient appointment scheduling and confirmation calls for dental procedures and treatments.
 - Collected intake information.
- **Likes:**
 - Working in the healthcare industry where she can help patients.
 - Providing customer service to others.
 - Learning and trying new things.



Associate Director/Director of Operational Excellence

- **Industries:** pharmaceutical
- **Locations:** Georgia (willing to relocate)
- **Work Type:** remote, hybrid or on-site
- **Highlights:**
 - Ran 11 sites from a calibration standpoint.
 - Made Six Sigma process improvements that lead to approximately 500 hours of waste reduction annually.
 - Led project with 15 different workstreams operation in parallel to merge systems and process across two sites.
 - Developed and executed monthly people development program for all employees on a variety of topics.
- **Likes:**
 - Talent development and building development programs.
 - Calibration and engineering.
 - Continuous improvement.



HR Admin, HR Assistant, HR Coordinator

- **Industries:** healthcare
- **Locations:** Minnesota
- **Work Type:** remote, hybrid or on-site
- **Experiences:**
 - Processing unemployment paperwork.
 - Supporting the completion of forms and documentation.
 - Employee relations across 50 states.
 - Assisted with conflict resolution.
- **Preferences:**
 - A role in Organizational Development, Talent Acquisition or Talent Development.
 - Have more responsibility including developing talent in lower level roles.
 - Opportunity to learn and grow.



Project Coordinator, Project Administrator, Executive Assistant

- **Industries:** higher education or peripheral higher education
- **Locations:** Bensenville, Illinois
- **Work Type:** remote (preferred), hybrid, on-site
- **Highlights:**
 - Designed an introductory 5-year business plan.
 - Developed a budget tracking system in Excel.
 - Interacted with construction manager and designed to push forward new building construction.
 - Created and continuously improved school processes regarding budgeting and HR.
- **Likes:**
 - Owning projects from initial stage to completion.
 - Project coordination and management.
 - Working with others and having a community.



Contact A People Partner, LLC

- alysasouthall@apeoplepartnerllc.com
- 978-225-3102
- <https://www.linkedin.com/company/a-people-partner-llc/>

