

T
A
L
E
N
T



T
U
E
S
D
A
Y

Our Clients Are Hiring!



Our Clients Are Hiring!

Solar/Energy Industry

Remote or In-Person

- **Appointment Setter:**
- Full-time, part-time or contract.
- Creating and confirming appointment/times of service with clients.
- Solve problems for customers.
- \$70,000-\$150,000/year; ****Commission based****
- Average commission is between \$1,000 and \$3,000/sale.



Our Clients Are Hiring!

Pharmaceutical Company

On-site in their Wayne, New Jersey location

- **Administrative Logistics Coordinator:**
- FT, on-site position.
- 2+ years of logistics experience.
- Prior experience in pharmaceuticals preferred.
- Administrative experience.
- Strong communication skills.
- <https://www.linkedin.com/jobs/view/3460530443>





JOB SEEKERS

The next few slides feature our active job
seekers.



Senior Marketing Executive

- **Industries worked:** banking, financial services and agency
- **Industries open to:** fintech, crypto, financial services and others
- **Locations:** north shore, MA; southern, NH and Boston, MA
- **Work Type:** remote, hybrid or on-site
- **Highlights:**
 - Led senior management team to evaluate and design new logo; developed new brand guidelines for campaign.
 - Purchased merchandising and digital content software adding to the market stack and saving 17% in cloud subscription costs.
 - Developed lead generation strategy with digital agencies to drive business contracts; increased leads by 20%.
 - Increased LinkedIn engagement by 21% and Facebook followers by 42%.
- **Strengths:**
 - Market analysis.
 - Digital marketing.
 - New product launch.



X-Ray Technologist, Dental Assistant

- **Industries worked:** healthcare, retail
- **Industries open to:** healthcare
- **Locations:** Greencastle, IN
- **Work Type:** on-site
- **Highlights:**
 - 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 call for dental procedures and treatments.
 - Collected intake information.
- **Likes:**
 - Working in healthcare industry where they can help patients.
 - Providing customer service to others.
 - Learning and trying new things.



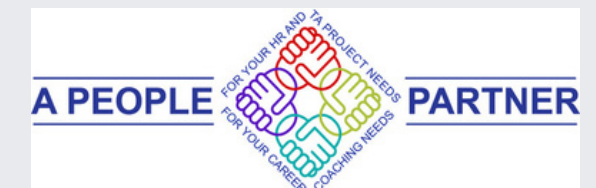
Project Coordinator, Project Administrator, Executive Assistant

- **Industries worked:** higher education, peripheral higher education
- **Industries open to:** any
- **Locations:** Bensenville, Illinois
- **Work Type:** remote (preferred), hybrid or on-site
- **Highlights:**
 - Designed an introductory 5-year business plan.
 - Developed a budget tracking system in Excel.
 - Interacted with construction manager and design 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.



DEIB, Employee Engagement, Employee Experience

- **Industries worked:** nonprofit, government
- **Industries open to:** any
- **Locations:** Bay Area, California
- **Work Type:** remote, hybrid or on-site
- **Highlights:**
 - Enacted a new employee engagement strategy that increased employees receiving bi-annual performance management feedback by 100%.
 - Developed an onboarding process which increased first-year retention rates by 15%.
 - Developed DEI initiatives that led to an increase in representation anywhere from 25-75% for employees of color, LGBTQ and female candidates.
 - Supported, coached, guided and encouraged holistic and equitable experiences for employees.
- **Preferences:**
 - Exploring a new industry.
 - Focusing on DEI and changing cultures.
 - A company whose actions match their words in terms of culture, impact and equity.



Portfolio Development & Strategy, Project Management

- **Industries worked:** pharmaceuticals
- **Industries open to:** pharmaceuticals, biotech
- **Locations:** NJ
- **Work Type:** remote (preferred), hybrid
- **Highlights:**
 - Develops and maintains 5-year plan for products in active development.
 - Manages Canadian market portfolio.
 - Creates a review and selection process to identify Differentiated Products for internal development and submission of 505(b)(2) applications.
 - Develops and maintains Product Summary Reports to coordinate product development and launch activities providing a complete picture of over 100 products in active development.
- **Enjoys:**
 - Working with many departments.
 - Passionate about research and development.
 - Generic pharmaceuticals.



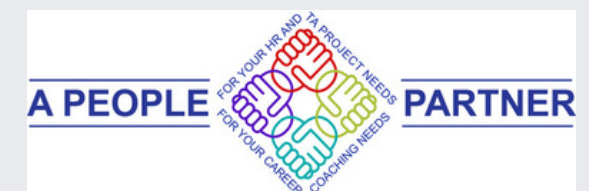
Student Success, Virtual Instructor, Program Coordinator

- **Industries worked:** education
- **Industries open to:** education, nonprofits and startups
- **Locations:** Florida
- **Work Type:** remote
- **Highlights:**
 - Coached 200+ students in grades 1-6 to success over a 10-year teaching career in both in-person and virtual environments.
 - Supported 200+ staff members in identifying appropriate learning opportunities in technology and in mandatory compliance training.
 - Collaborated with a grade level cohort to develop performance improvement plans for 95 students.
 - Taught diverse populations including English language learners, special needs and gifted students.
- **Enjoys:**
 - Passionate about coaching and mentoring.
 - Supporting transitioning students to college.
 - Problem-solving, organizing and planning.



Account Executive

- **Industries worked:** SaaS/tech, hospitality
- **Industries open to:** tech
- **Locations:** Texas
- **Work Type:** remote
- **Highlights:**
 - Exceeded quarterly targets and increased revenue by over 30% in first 7 months by selling company's cloud-based property management software; API integration and business partnerships.
 - Analyzed market trends and determined development opportunities for the west coast and midwest territories.
 - Increased individual revenue by 20% in assigned territory year over year. Increased team revenue by over 200% year over year.
 - Employed and trained 15 team members consisting of acquisition specialists, administrative staff and contractors.
- **Enjoys:**
 - Passionate about coaching and mentoring.
 - Supporting transitioning students to college.
 - Problem-solving, organizing and planning.



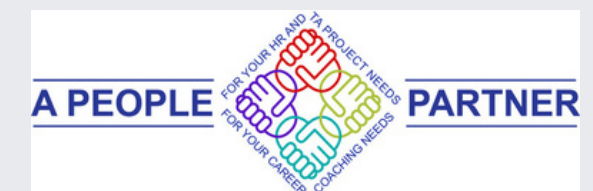
HR Generalist

- **Industries worked:** pharmaceuticals, biotech
- **Industries open to:** pharmaceuticals, biotech, open to other industries
- **Locations:** Westford, MA
- **Work Type:** remote, hybrid or on-site
- **Highlights:**
 - Sole HR person in the department since January 2022.
 - Identifies future hiring needs and conducts the full-cycle recruitment process.
 - Plans and conducts new employee orientation to foster positive attitudes towards the company goals.
 - Revised the performance management program.
- **Enjoys:**
 - HR responsibilities such as exit interviews, performance management and employee relations.
 - Full-cycle recruiting.
 - Partnering with hiring managers and employees.



VP of Sales

- **Industries worked:** High tech, cybersecurity, financial services
- **Industries open to:** High tech, software
- **Locations:** Colorado
- **Work Type:** remote
- **Highlights:**
 - Spearheaded the strategic planning, brand management, lead generation, prospecting and sales funnel that resulted in more than \$100M annual revenue.
 - Accelerated business growth every year, consistently exceeding annual quota with increasing sales from \$50M to \$95M in 12 months.
 - Exceeded annual KPIs while managing 9 full-time employees.
 - Championed changes in the sales team that led to significant performance increases and stronger customer relationships, doubling revenue.
- **Enjoys:**
 - High tech industry.
 - Developing and maintaining customer relationships.
 - Managing a team.



Employee Relations, Human Resources Generalist, HRBP, HR Admin

- **Industries worked:** manufacturing, oil
- **Industries open to:** nonprofit or B Corp, renewables, green economy
- **Locations:** Maine
- **Work Type:** remote
- **Highlights:**
 - Managed leadership development courses for the division.
 - Supported multiple strategic workforce planning and talent management projects for the engineering department focused on pipelining and retention.
 - Launched mandatory anti-harassment training for the division.
 - Provided ongoing employee relations to 225-1200 employees as needed, including for investigations, claim support and individualized conversations.
- **Enjoys:**
 - Working for a company that helps people and has a positive mission.
 - Employee relations and employee support.
 - People-centered approaches focused on integrity.



Construction Project Manager

- **Industries worked:** higher education
- **Industries open to:** construction or entertainment preferred - open to any
- **Locations:** Beverly, MA
- **Work Type:** remote, hybrid or on-site
- **Highlights:**
 - Maintained departmental budget including a 6-year capital priority list covering system replacements and upgrades.
 - Conducted the RFI/RFP process for new construction and facility remodels.
 - Managed subcontractors related to the relocation of the college's TV studio after working with the builder to confirm that the new space met and/or exceeded the design requirements for the studio space.
 - Managed a \$1 million budget for multiple overlapping projects.
- **Enjoys:**
 - Adapting to a changing environment.
 - Growing with a company.
 - Learning and developing their skills and helping others to enhance their skills.



Community Manager, Event Planning, Community Development

- **Industries worked:** nonprofits
- **Industries open to:** nonprofits
- **Locations:** Alabama
- **Work Type:** remote
- **Highlights:**
 - Rotating portfolio for North Alabama market, consisting of P2P events, distinguished events and corporate accounts. Personal goal of \$450,000. Market goal of \$2.5 million.
 - Created a content plan for each social media page. Created content on community pages and moderated lives.
 - Established new relationships with small and large businesses in the market. Goaled with providing sustaining yearly funding.
 - Increased employee engagement and giving by 30% through a strategic, engagement campaign focusing on what was important to employees about organizational culture and mission.
- **Enjoys:**
 - Planning stellar events at varying sizes.
 - Building a community.
 - Connecting individuals and groups.



Sales Manager, Customer Service Manager

- **Industries worked:** environmental services
- **Industries open to:** open to any
- **Locations:** Marlborough, MA
- **Work Type:** remote, hybrid or on-site
- **Highlights:**
 - Managed sales pipeline and B2B contracts valuing \$4.7 million per year.
 - Lead a team of 15 sales associates and field technicians from 3 former territories through a merger into a new 7-state service territory.
 - Maintained high employee morale through active team building and fair, compassionate management when other territories experienced downturns in morale.
 - Led outbound sales efforts including representing the company at trade shows and client education presentations. Increased brand awareness in key markets.
- **Enjoys:**
 - Team building.
 - Conflict resolution.
 - Learning.



Office Admin, Admin Assistant, Legal Assistant, Executive Assistant

- **Industries worked:** medical, legal, retail, healthcare, etc.
- **Industries open to:** open to any
- **Locations:** Wenham, MA
- **Work Type:** seeking part-time roles only; remote (preferred), hybrid
- **Highlights:**
 - Organized and balanced competing priorities of executives and attorneys in an effective and timely manner.
 - Tracked expense and financial reports and supporting documents for reports to government agencies and departmental budgets. Processed invoices for payments.
 - Managed travel itineraries and expense reporting for domestic and international travel. Organized trip itinerary and necessary meeting materials.
 - Ordered supplies, coordinated repairs and maintenance, screened telephone calls, greeted guests, setup shipping and deliveries and provided additional administrative support.
- **Enjoys:**
 - Managing a project from start to finish.
 - Helping people to find new information.
 - Providing to support to those being supported.



Director of Talent Acquisition, Director of Executive Recruiting

- **Industries worked:** healthcare, health insurance
- **Industries open to:** any
- **Locations:** near Louisville, KY
- **Work Type:** remote, hybrid
- **Highlights:**
 - Led Talent Acquisition recruitment marketing, sourcing strategy, CRM and TA vendor management functions.
 - Shaped TA's social media strategy that resulted in significant gains in 2021.
 - Diligently sourced, built and maintained internal and external relationships to hire top-level leadership talent.
 - Oversaw TA budget spend and forecasting.
- **Enjoys:**
 - Working with a team to drive the recruitment function.
 - Identifying gaps in the TA space.
 - Connecting and building engagement with teams including remotely.



Community Specialist, Administrative Support, Engagement Associate

- **Industries worked:** nonprofits, education
- **Industries open to:** any; primarily nonprofits and mental health care
- **Locations:** near Tulsa, OK
- **Work Type:** remote
- **Highlights:**
 - Maintained the organization's social media accounts to raise awareness in the community and increased volunteer engagement within the young teen and adult Jewish community by 80%.
 - Organized the collection and distribution of in-kind donations to pediatric cancer patients.
 - Led patient-family outings, holiday events and fundraisers.
 - Successfully secured a 10K Art Van Community Grant through Facebook and community engagement efforts locally, in-person and virtually.
- **Enjoys:**
 - Wants to work with organizations that are making out-of-the-box changes.
 - Challenges and systems.
 - Being creative and innovative.



Customer Service

- **Industries worked:** retail
- **Industries open to:** any
- **Locations:** Merrimac, Ma
- **Work Type:** on-site, hybrid or remote
- **Highlights:**
 - Carried out inventory responsibilities for three store locations.
 - Stocked coolers and fulfilled orders.
 - Assisted warehouse lead with inventory and product distribution throughout the store.
 - Performed customer service, product services and sales across all store departments.
- **Enjoys:**
 - Project-based work.
 - Helping people and providing quality customer service.
 - Hands-on work.



Inside Sales Director

- **Industries worked:** software development, accounting, talent, payroll
- **Industries open to:** open to any; not retail
- **Locations:** Rhode Island
- **Work Type:** remote
- **Highlights:**
 - Identified and evangelized new market categories that include outbound messaging, territory management, effective qualification, pipeline building, strategic prospecting and mapping of business issues to company products and services.
 - Supported three Account Executives with strategic planning and promotion, and execution of client events and seminars.
 - Cultivated strong relationships with prospective clients, understanding their needs and determining optimal fit for solutions.
 - Multi-year President's Club recipient.
- **Enjoys:**
 - Technology industry including systems with cutting edge performance management, financials and workforce planning, HR/payroll and intermobility.
 - Team building and team leading.
 - Inside sales because it allows contribution to the entire sale.



Customer Success Manager

- **Industries worked:** healthcare, automotive manufacturing
- **Industries open to:** open to any
- **Locations:** Hartford, CT
- **Work Type:** remote, hybrid
- **Highlights:**
 - Facilitated new client programs and managed all aspects of existing account support.
 - Led market development for northern CT and western MA for a private-duty in-home health services provider.
 - Managed all aspects of the customer engagement from initial market development to account onboarding, planning, execution and account maturation.
 - Negotiated and delivered service management agreements with state government practices.
- **Enjoys:**
 - Engaging with a consultative approach, applying strong problem solving, critical thinking and communication skills.
 - Building relationships with clients.
 - Translating business needs into actionable solutions, then engaging experts to drive results.



Data Entry, Project Coordinator

- **Industries worked:** bookkeeping, life insurance
- **Industries open to:** open to any; prefers bookkeeping/accounting
- **Locations:** Waco, TX
- **Work Type:** remote
- **Highlights:**
 - Inputted information from bank statements into spreadsheets used to calculate taxes using percentages and formulas.
 - Verified expenses and credits.
 - Created template spreadsheets for employee schedules, expense types for vendor names and labels and bank statements.
 - Refined the sorting system and decreased the process time.
- **Enjoys:**
 - Managing a project from start to finish.
 - Entering and analyzing data.
 - Color-coding and organizing spreadsheets.



Operations Specialist, Account Manager

- **Industries worked:** medical device, home health
- **Industries open to:** medical device, home health, pharmaceuticals, any
- **Locations:** North Brunswick, NJ
- **Work Type:** remote
- **Highlights:**
 - Created periodic reports on available product substitutes, pricing and alternative warehouse locations.
 - Processed customer orders for medical/pharmaceutical supplies to be shipped to medical practices and surgical centers.
 - Answered customer inquiries and provided status updates via email and phone calls.
 - Collected and deposited money into accounts, disbursed funds from cash accounts to pay bills or invoices, kept records of collections and disbursements and ensured accounts are balanced.
- **Enjoys:**
 - Making a difference and helping customers to get the product and service they need.
 - Finding new ways to empower and support and customers through process improvement.
 - Learning and developing on skills and knowledge.



Administrative Assistant, Editorial Assistant

- **Industries worked:** business management consultant, cosmetic, early childhood education
- **Industries open to:** open to any
- **Locations:** South Hamilton, MA
- **Work Type:** remote
- **Highlights:**
 - Researched companies and information and provided a written review of the materials to management.
 - Designed company websites and maintained ongoing content.
 - Performed product research.
 - Scheduled meetings and appointments.
- **Enjoys:**
 - Being organized.
 - Helping with blogs and websites.
 - Scheduling appointments and helping others to get things done.



Contact A People Partner, LLC

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