

eConnect Right North Texas  
DFW Job Postings  
September 21, 2009

*This document is a listing of job openings compiled from various resources for the convenience of the Right Management North Texas' eConnect Networking Group. Right Management is not involved in the hiring process for these openings, so if you are interested in any of the positions below, please respond directly to the contact within each opportunity.*

Click a job category hyperlink below to "jump to" the job listing or use Adobe Reader's bookmark feature by clicking the bookmark icon/tab to the left.

**Accounting/Finance**

**Administrative/Clerical**

**Customer Service/Help Desk**

**Engineering**

**Executive**

**Human Resources/Training**

**IT/IS**

**Logistics/Manufacturing**

**Miscellaneous**

**Operations**

**Project Management**

**Sales/Marketing/PR**

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North Texas Region

Dallas • 14131 Midway Road • Suite 1100 • Addison, TX 75001 • Phone: 972-371-1100  
Fort Worth • 2501 Parkview • Suite 510 • Fort Worth, TX 76102 • Phone: 817-334-4000

## **Accounting/Finance**

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### **Accounting Analyst - Direct Hire Denton, Texas**

#### **Responsibilities:**

- Prepare monthly forecasts and associated analysis including reconciliations.
- Prepare daily foreign exchange hedge analysis.
- Prepare Sr. Management presentations as required.
- Perform ad hoc analysis as required.
- Perform Internal Control and Sarbanes-Oxley reviews as assigned.
- Assist with other general and cost accounting functions as required.

#### **Education Required:**

- Two to five years of experience in accounting required.
- Bachelor's degree in Accounting in accounting required.
- CPA or CPA candidate required.
- Consideration of future relocation opportunities is required.

If interested in this position, please go to [www.sbconsultinggroup.net](http://www.sbconsultinggroup.net) to apply online.

#### **Contact:**

Jennifer Simpson-Black  
Executive Recruiter & Director  
S & B Consulting Group  
Tel: 972-536-3585  
Email: [jennifer@sbconsultinggroup.net](mailto:jennifer@sbconsultinggroup.net)  
Webmail: <http://www.sbconsultinggroup.net>

## **Accounting/Finance**

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### **Accounts Payable Specialist Senator Promotional Group USA, Inc. Dallas, Texas**

**Job Grade:** Payroll/Accounts Payable Specialist  
**Pay Scale:** Salary commensurate with experience  
**FLSA Status:** Non-exempt

#### **Job Functions:**

- Sets up new employee and existing employee status changes using the PayChoice payroll database software
- Oversees all internal employees payroll processing
- Arranges direct deposit wire transfers
- Ensures W-2 information is submitted in completion for outsource processing and distributes/mails final W-2s upon receipt
- Completes payroll worksheets, data entry, and submits all final timesheets to the processing company
- Verifies the accuracy and integrity of timesheets, including oversight of all applicable miscellaneous deductions (i.e.: PTO/non-PTO, insurance/retirement plan benefits, taxes, child support payments, etc.)
- Transfers electronic bank funds between company operations and payroll accounts
- Manages all payroll and accounts payable files
- Ensures timely and accurate receipt of all paychecks and direct deposit check stubs
- Receives customer purchase orders and vendor invoices from the purchasing department and enters appropriate data into the ASI accounts payable database
- Performs invoice vouching
- Answers miscellaneous calls regarding employee, and vendor payroll/AP/ matters

**Preparation, Training, Education, Experience:**

- High school diploma or GED is required
- 3+ years of both payroll and accounts payable experience is required
- Solid computer software skills are essential (familiarity with MS Excel, Word, and Outlook is preferred)
- Familiarity with Genesis Pro or similar time tracking software is preferred
- Excellent math and PC typing skills are required

**Standards of Performance:**

- Ability to adapt in a constantly changing environment
- Demonstrates strong communication (verbal/written), multi-tasking, organization, and independent problem solving skills
- High-level detail orientation is required
- Candidate must be effective at time management and meeting strict deadlines
- Ability to work well under pressure is required
- Ability to handle multiple interruptions in a professional manner throughout each day
- Candidate must be a cooperative team player

Work Hours: 7:30am - 4:30pm (40 hours with occasional overtime/weekends)

**Only Resumes with Salary Requirements will be accepted.** Phone Calls will not be accepted.

Please send resumes to [ejimenez@senatorgroupusa.com](mailto:ejimenez@senatorgroupusa.com).

Location: 3860 La Reunion Pkwy., Dallas, Texas 75212.

**Contact:**

Eliud Jimenez  
Human Resources Director  
Senator Promotional Group USA, Inc.  
Fax: 214-764-8125

**Accounting/Finance**

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**Collector II  
AmerisourceBergen  
Frisco, Texas**

**Job Code:** HRReq004128

**Category:** Healthcare - Other

**Positions Available:** 1

**Position Summary:**

Under general supervision of the Reimbursement Supervisor, responsible for working all assigned aged claims and performing required follow up with payers and patients until A/R issues are resolved; includes providing account reconciliation, researching payments, correcting billing to assigned third party payers, and negotiating payment plans for all assigned accounts.

**Primary Duties and Responsibilities:**

- Independently analyzes A/R, creates a plan for collection, and proposes it to Supervisor.
- Procures all paperwork required for re-billing, denial processing and appeals process.
- QA's trends in billing issues and keeps appropriate personnel apprised.
- Performs third party and patient collections via phone, fax or online.
- Interacts frequently with inter-departmental associates, management, and legal for the purpose of resolving outstanding issues.
- Maintains frequent phone contact with provider representatives, third party customer service representatives, pharmacy staff, and case managers.
- Works closely with branch/corporate management team to maximize collections.
- Interprets data such as diagnosis, on/off label use, physicians'/nurses' notes and medical documentation to maximize collections.
- Communicates collection activity internally via Excel reporting.

- Trains and coaches Collector I's to maximize their collection efforts.
- Performs related duties and special projects as assigned.

**Experience and Education Requirements:**

- Requires broad training in fields such as business administration, accounting, sales, marketing, computer sciences or similar vocations generally obtained through completion of a two year associate's degree program, technical vocational training or equivalent combination of experience and education.
- Normally requires four (4) years directly related and progressively responsible experience.
- Minimum Skills, Knowledge and Ability Requirements
- Ability to communicate effectively both orally and in writing
- Strong interpersonal skills
- Excellent negotiating skills
- Strong mathematical and analytical skills
- Strong organizational skills; attention to detail
- General knowledge of accounting principles and pharmacy operations
- Basic knowledge of ICD9 coding preferred
- Global understanding of commercial and government payers preferred
- Ability to proficiently use Microsoft Excel, Outlook and Word

**Additional Information:**

To submit your resume for this job, select how you heard about the job and then click the "Submit Your Resume" button below.

<http://www.amerisourcebergen.com/cp/1/careers/index.jsp>

**Accounting/Finance**

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**Sr. Tax Accountant  
Pioneer Natural Resources  
Las Colinas, Texas**

**Available Positions:** - 1  
**Application Deadline:** - 09/23/09

Perform complex tax preparation, tax research and tax planning with minimal supervision to ensure all Company tax returns are filed on an accurate and timely basis. Work with other departments to compile and analyze information to prepare Federal and State compliance forms, including: 1120, 1065, 990-PF, annual reports and all related State returns and reports. Prepare work papers and perform calculations to prepare FAS109 tax accrual on a quarterly basis. Assist Tax Manager with analysis of tax basis property reconciliation. Assist other team members with routine tasks and special projects as needed. Communicate with various Federal and State authorities and outside tax consultants related to ongoing audits and provide documentation as requested.

**Requirements:**

- A Bachelor's degree in Accounting is required with a minimum of 4 years of previous related tax experience preferably in Public Accounting or the Oil & Gas industry.
- CPA or CPA candidate preferred.
- Solid Federal and State tax compliance experience required
- International and partnership experience a plus.
- Must be proficient in the use of Microsoft Word, Excel, and Outlook is required
- InSource RS experience preferred.
- Substantial FAS109 experience a huge plus.
- TaxStream software experience helpful but not required.

**Send your resume to:** <http://www.pxd.com/careers/careers.htm>

## **Administrative/Clerical**

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### **Office Manager (Collections Agency) Bedford, Texas (No Relo)**

Office Manager needed for busy collections agency. Must be self-sufficient and proficient with Word, Excel, PowerPoint, etc. Not just a 'plug in the numbers' person, but the ability to develop own ideas and analysis. Will be responsible for posting employment ads, tracking hrs, employee benefits, etc.

Hours are: 8:30am-6:00pm Monday - Thursday; 8:30am - 3:00pm Fridays. Experience in the Collections Industry helpful, but not mandatory.

#### **Job Requirements:**

- Must be a self-starting individual with a take charge attitude and a strong work ethic who is dependable, well organized, detail oriented and determined to succeed.
- A minimum of 3 years experience in an office manager or similar type support position.
- Able to handle multiple projects and priorities from several sources at the same time.
- Advanced knowledge in Microsoft Word, PowerPoint, Excel and Outlook Knowledge of QuickBooks and Debtmaster collection software a plus.
- Must have excellent verbal and written communication skills.
- Bilingual a plus.

#### **Job Responsibilities:**

- Supervise administrative assistant, clerical and part time help.
- Process and maintain a daily accounting of all revenue generated internally.
- Process and maintain a monthly accounting of all revenue generated by outside sources.
- Create and maintain daily, monthly and yearly reports reflecting revenue activity.
- Create and maintain monthly revenue reports reflecting liquidation by clients.
- Process all inbound and outbound mail and oversee outside mail processing center.
- Process and maintain daily and monthly credit reporting activity through EOSCAR
- Process, maintain and monitor bankruptcy filings received from consumers Trustee.
- Process and maintain all media and documents received supporting customer accounts.
- Maintain and oversee office supplies to ensure most favorable pricing.
- Maintain and oversee phone system, office equipment and file/storage room.
- Oversee employee qualifying requirements related to healthcare, dental and 401K.

**If interested in this position, please contact Ronni at PrideStaff for further details.**

#### **Contact:**

Ronni3  
PrideStaff  
Tel: 817-500-0950  
Email: [rgoble@pridestaff.com](mailto:rgoble@pridestaff.com)  
Website: [www.pridestaff.com](http://www.pridestaff.com)

## **Administrative/Clerical**

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### **Legal Assistant Dallas, Texas - No Relo**

We are currently interviewing for a blended role with a small law firm in Downtown Dallas. This position is supporting a one-man law practice and acting as his Legal Assistant, Executive Assistant, and Office Manager.

#### **Job Description:**

- Minimum 4 years experience as Legal Secretary/Office Manager
- General office duties including, but not limited to: answering phones, filing, scanning, document preparation, handling inbound and outbound mail

- Able to work independently and without close supervision
- Able to meet deadlines and adapt to stressful situations
- Basic knowledge and ability to apply principles of law required
- Some personal assistant duties required
- Special projects and case assistance as needed

**Compensation:**

- \$18/hr
- NO BENEFITS
- Unpaid vacation
- Standard corporate holidays

Please direct interested candidates to submit their resume with the subject line "Legal Assistant - Kim's List" to [careers@dallasplacement.com](mailto:careers@dallasplacement.com).

**Contact:**

Katherine Moore  
The Placement Group  
Email: [katherine@dallasplacement.com](mailto:katherine@dallasplacement.com)  
[www.dallasplacement.com](http://www.dallasplacement.com)

**Administrative/Clerical**

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**Receptionist - Law Firm  
Dallas, Texas - NO RELO**

We are currently seeking a top notch candidate for a receptionist in a very professional, but down to earth law firm. The job description is standard for a receptionist position. This person will be the face of the company so we are looking for someone with poise, a clear and polished phone voice.

This is a rather entry-level position and immediate growth is not anticipated. Salary range is \$35k-\$40k.

Ideal Candidates will have a college degree and be eager to get their foot in the door with a great company.

Please direct interested candidates to submit their resume with the subject line Receptionist - Kim's List" to [careers@dallasplacement.com](mailto:careers@dallasplacement.com).

**Contact:**

Katherine Moore  
The Placement Group  
Email: [katherine@dallasplacement.com](mailto:katherine@dallasplacement.com)  
Website: [www.dallasplacement.com](http://www.dallasplacement.com)

**Customer Service/ Help Desk**

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**Customer Service Representative  
AmerisourceBergen Corporation  
Frisco, Texas**

**Job Code:** HRReq004110

**Category:** Customer Service and Call Center

**Positions Available:** 2

**Position Summary:** Under moderate supervision of the Department Supervisor, acts as a liaison between ICS and the customer base via telephone.

**Primary Duties and Responsibilities:****Ability to handle customer calls and problems via telephone:**

- Processing customer orders, new account setup, pricing checks, order status, account maintenance, order entry, and back orders.
- Perform other related projects as assigned.
- Provides appropriate follow-up and manages telephone, fax, and mail inquiries from clients and customers.
- Meets or exceeds Speed, Accuracy and Customer Satisfaction.
- Performance Metrics
- Lead for special Client Service Projects
- Recommends Business Process improvements
- Works as a team player and is proactive in learning new tasks and responsibilities.
- Initiates escalation as appropriate to ensure management awareness of problems.

**Experience and Education Requirements:**

- Minimum of 2 years call center experience
- 3+ years customer service or account management experience preferred.
- 1 year of pharmaceutical distribution or health care related experience preferred.
- Proven track record with a strong dedication to quality customer service.
- Strong verbal and written interpersonal and communication skills.
- Superior telephone etiquette and an ability to deal effectively with customers, peers and management.
- Strong problem-solving skills and inherent decision-making ability.
- Good initiative and assertiveness.
- Good project management skills and the ability to organize work in an efficient manner in addition to the ability to work well under stress and time pressures.
- Excellent PC, spreadsheet and word-processing skills.

If selected, CSR will enter a 90-day trial period before moving into permanent position. Associates or Bachelor Degree preferred but not required.

**Minimum Skills, Knowledge and Ability Requirements:**

- Strong customer service skills
- Strong interpersonal skills
- Good decision-making skills
- Good analytical skills
- Ability to communicate effectively both orally and in writing.
- Ability to resolve customer issues quickly and creatively in order to improve customer satisfaction.
- Familiarity with ABC products, services and pharmaceutical distribution operations.
- Strong organizational skills; attention to detail
- Basic knowledge of Microsoft Word, Excel and inventory management system.

**Additional Information:** To submit your resume for this job, select how you heard about the job and then click the "Submit Your Resume" button below.

<http://www.amerisourcebergen.com/cp/1/careers/index.jsp>

**Customer Service/ Help Desk**

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**Out bound Telemarketing Rep  
Fort Worth, Texas - No Relo**

Well respected Health Insurance Company looking for Telemarketing Superstars! Must make a high volume of outbound calls daily to sell health insurance to local small business owners.

Great Hours! Monday through Thursday; 9:00am – 8:00pm. NO FRIDAYS OR WEEKENDS. Great Bonus plan and spiff opportunities with a weekly salary. Casual work environment – wear your jeans. Complete training on products and presentation skills provided.

**Requirements:**

- 1 year of telemarketing/phone, sales experience preferred not required.
- Must have good computer skills.
- Must be able to place a high volume of calls per day (approx. 200) to sell major medical insurance to prospective customers, from a provided lead list.
- Must have the ability to 'sell yourself' first, 'sell the product' second.
- Must be comfortable in explaining detailed information to prospective customers while obtaining their buy in.
- Must have the desire to succeed and a competitive spirit!

**Please send your resume to PrideStaff or call with further questions.**

**Contact:**

Ronni Goble

Tel: 817-500-0950

Email: [rgoble@pridestaff.com](mailto:rgoble@pridestaff.com)

Website: [www.pridestaff.com](http://www.pridestaff.com)

**Engineering**

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**Mechanical Engineer  
DFW Area, TX**

We are an international leader in the design and manufacture of differential primary flow elements. These flow elements are used in many applications including, but not limited to Power Production, Chemical and Refining and Paper industries. The Engineer must be review customer specifications, ASME and other design codes. In addition to designing, the Engineer produces BOMs for procurement and drawings for manufacture. The Engineer must be proficient in Excel and Autocad. Bonus would be for a holder of PE.

**Contact** Ken Harrison at [kharrison@fti-industries.com](mailto:kharrison@fti-industries.com) 817.473.4481

**Engineering**

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**Electrical Engineer  
Dallas, TX**

Contract position – 3 to 4 months with potential for full time. Electrical Engineer with experience in SKM to work with electrical engineering group with power system study projects using SKM to create computer models and generate single-line drawings.

- 1 to 3 years electrical power systems experience
- Experience in using AutoCAD preferred
- Degree required BSEE
- Prior experience in electrical power systems equipment and components
- Detailed
- Good communication skills
- Proficient with MS Office

**Contact** Jane Mangiafico directly at 972/778-1224 or email resume to [jane.mangiafico@snelling.com](mailto:jane.mangiafico@snelling.com)

## Engineering

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### **Electrical/Mechanical Engineers Fort Worth, TX**

A firm in Fort Worth, TX needs electrical and mechanical engineers that have their PE's. It is also important that they know how to use AutoCAD for engineering and designing purposes. Please have anyone that is interested in learning more about these opportunities contact me. We also have job openings in other states if anyone is interested in those.

**Contact:**

Dale Summer  
KD and Associates, Inc.  
704-987-3368 Phone  
704-973-5367 Fax  
[dale@kdandassociates.com](mailto:dale@kdandassociates.com)  
Member SFPE, NFPA  
[www.kdandassociates.com](http://www.kdandassociates.com)

## Engineering

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### **Security Engineer DFW, TX**

Active Directory  
Windows XP/2003  
TCP/IP  
Windows Server 2003/2008  
Information Security

Client is seeking an Information Security Engineer to support the technology activities of various internal organizations.

Our ideal candidate will have 3-5 years overall Information Security experience that includes:

- 3+ years hands on experience with Active Directory 2003. Proven experience in the development, implementation and troubleshooting of GPO's for users, workstations and servers. Familiarity with R2, specifically Unix interoperability in relation to authentication and authorization services.
- 3+ years working with securing Microsoft operating system platforms, including XP and 2003.
- 2+ years working with defining and implementing security for application layer technologies including IIS 6.0, SQL 2000/2005, SharePoint, and Citrix.
- Demonstrated technical competence with Anti-virus, spyware prevention and spam prevention technologies, preferably with the Trend Micro suite of products.
- Working knowledge of at least one of the following operating system platforms: Solaris, HP-UX, Linux.
- Experience with server virtualization technologies (VMware or Microsoft Hyper-V).
- Network security experience with Cisco technologies, Routers, Switches, and Firewalls.
- Understanding of industry best practices including ISO 17799/13335, NIST, COBIT, etc.
- Experience developing, implementing and communicating security policies, standards, guidelines, and procedures.
- Demonstrated ability to provide detailed communication to management and peers, the ability to work independently, and the ability to manage multiple projects with competing priorities.

**Contact:**

Jennifer Toal  
Comtek-Group  
[jtoal@comtek-group.com](mailto:jtoal@comtek-group.com)  
972-792-1045

## Engineering

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### **Operations Engineer Dallas, Texas**

**Job Code:** CK\_00903

**Compensation:** \$120,000 - \$140,000. Relocation benefits are available.

Must have RECENT oilfield experience as a production, operations, or completions engineer- prefer onshore v. offshore. Client is not looking for engineers who have been consulting or contracting.

#### **Responsibilities**

- Engineer will be responsible for current and daily operations in the Mid-Continent region. Review and monitor operating cost data to identify areas to increase operating efficiency. Review production data: decline curves, cumulative, ratios, etc., by wells, groups of wells, leases and/or fields.
- Identify remedial stimulation, recompletion zones and other profit enhancement work by use of both company operated production and costs and by reviewing offset or nearby wells.
- Write detailed procedures for completion, workover, equipment changes and construction to aid in cost efficiency and goal accomplishment. Prepare detailed cost estimates for completion, workovers, equipment changes and construction.
- Recommend plugging, divestiture, or changes in operating philosophy on existing properties. Participate in acquisition teams on property reviews as necessary to furnish reasonable operating costs, capital costs, staffing and problem areas.
- Work with field foreman, Area Superintendents, and technical staff in scheduling and monitoring of all projects.

#### **Requirements**

- BS in Engineering- prefer Petroleum Engineering
- 5-10+ yrs of RECENT oilfield industry experience- prefer in production, completions, workovers, and facilities
- Significant direct field supervisory experience of completion, workover, and facilities projects is required to include stimulation, artificial lift for low pressure environments
- Field work and travel may be required
- Must be willing to relocate to the DFW area
- Must be able to work legally in the US
- Please read this job description completely. If you do not qualify 100%, you will not be considered. Contact will only be made with candidates that qualify 100%.

**If you qualify for this position, send your resume as an MS Word attachment with your salary requirements, the Job Title, Job Location and Job Code to:**

[thejobhuntergroup@yahoo.com](mailto:thejobhuntergroup@yahoo.com)

## Executive

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### **VP/Director of Sales & Marketing Dallas, TX**

Reporting to the CEO, the VP of Sales and Marketing will be responsible for articulating, developing, and driving brand strategies through marketing and communications efforts to maximize revenue from current and future products. The successful individual will also be responsible for driving sales with an emphasis on developing new business. Has "ownership" responsibility for the division's revenue and profitability plan.

#### **SALES**

- Develop and implement the overall sales strategy; assess needs, set high goals and deliver results.
- Identify new markets, define sales campaigns, and manage Sales Execs.

- Work with product, management and engineering teams to plan and execute the effective promotion, distribution and sale of products and services
- Develop and direct the company's US sales strategy by:
  - o Identifying target markets
  - o Assessing the needs of customers
  - o Evaluating competitors
  - o Discovering market niches
  - o Adapting products and services for the target market
  - o Launching the product and creating customer awareness

## **MARKETING**

- Perform competitive analyses of Company's products and those of competitors
- Develop product positioning to clarify and solidify Company's place in the market
- Help define and segment product objectives, target customers, and business goals
- Ensure that products and services are conceived, developed and promoted with a market-driven perspective
- Align requirements and enhancements for new and existing products with user and customer needs
- Evangelize the Company brand, internally and externally
- Develop and deliver effective product and service launches, marketing campaigns, and promotional sales materials that result in revenue growth
- Foster marketplace understanding throughout the organization
- Establish and maintain internal communications, and provide marketing advice and guidance to all departments to ensure that marketing efforts are consistent and effective
- Lead conversations with business partners on marketing-related strategies and issues

## **Requirements:**

- At least 15 years experience working in marketing, sales and/or strategic services organizations with client-side experience
- Minimum 7 years of experience in delivering Service Management solutions.
- Experience in an ERP company guiding the development of consumer brands
- Experience managing a large sales team.
- Start-up experience would be ideal.
- Direct experience with successfully creating and executing strategic positioning, creating brand platform, visual identity standards, product migration plans, and bringing brand to life through software applications, advertising creative, corporate Web site, and industry events
- Demonstrated success in creating and executing detailed marketing and go-to market plans
- Strong strategic skills as well as tactical expertise
- Qualitative and quantitative research expertise
- Exceptional ability to discern consumer insight and human truth from mounds of data and apply insight to marketing program development
- Proven social media skill sets
- Ability to influence others and work collaboratively in order to produce results across multiple functional teams
- Bachelor's Degree in marketing, MBA with a marketing focus preferred
- Ability to operate in a very fast-paced environment with multiple high-level priorities
- Ambition, accountability, and drive to do things in a new way

If you are interested and qualified, please send a "Word" copy of your resume/CV and salary requirements to the address below. When applying, please indicate the job and the location in the subject line of your e-mail. If this position is not for you and you know of someone who might be interested, please forward this to them.

## **Jericho HR Group**

[www.jerichohr.com](http://www.jerichohr.com)

[jobs@jerichohr.com](mailto:jobs@jerichohr.com)

## Executive

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### **VP of Development YWCA Dallas, TX**

**This posting expires:** 9/22/2009

The YWCA is committed to helping improve women's lives and removing barriers to self-sufficiency through child-care, parenting skills, financial literacy and health services. This position plays a critical role in our ability to achieve that objective.

The YWCA of Metropolitan Dallas seeks a Vice President of Development to lead its fund raising efforts and communications strategies. The VP of Development will build a comprehensive and diversified fund raising strategy to achieve an annual fund raising goal in excess of \$2 million. The VP of Development oversees the communications/marketing efforts for the YWCA, developing print materials, presentations and reports, and managing the agency's website. The incumbent works with the Board of Directors, a newly formed auxiliary, and volunteers to implement fund raising objectives. This individual serves as a member of the Senior Leadership Team and supervises staff. Experience required: seven or more years in paid fund raising position, exceptional written and verbal skills, proven track record for achieving six-figure gifts, ability to contribute at a strategic level and work collaboratively as part of a team. College degree required.

We offer competitive compensation and comprehensive benefits, including medical, dental, vision, and life insurance, short-and long-term disability plans and retirement, as well as an environment where your professional growth and advancement are cultivated. The YWCA of Metropolitan Dallas is an Equal Opportunity Employer.

**For immediate consideration**, qualified candidates should submit a resume and application via email to [jobs@ywcadallas.org](mailto:jobs@ywcadallas.org) or via fax to 214.584.2320. YWCA Metropolitan Dallas, 4144 N. Central Expressway, Suite 580, Dallas, Texas 75204. No Recruiters/Agencies and No phone calls please.

## Executive

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### **CFO DFW, TX**

The position is for a small surgical hospital , Reporting directly to the CEO, the CFO will oversee all areas related to patient accounting for the hospital. This includes billing, collections, coding, medical records, accounts receivable, accounts payable, financial reporting, etc. Need to be a strong analytical thinker, hands on, multi task oriented with a proven background. in supervising and successfully managing the billing, collecting and registration areas in a hospital or outpatient surgical facility. The incumbent must also have knowledge of coding and third party regulations. Bachelor's degree in related field is required, Master's Degree preferred, CPA a bonus. Salary negotiable DOE, but generally \$90-100k with bonus potential.

**Send** resume in Word format to [cjhemacs@yahoo.com](mailto:cjhemacs@yahoo.com) or contact Dee Johnson, AVP Recruiting at 903-882-0856 **H35809**

## **Human Resources/Training**

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### **Regional HR Manager Dallas, TX**

**Job Summary:** The purpose for this position is to serve as a business partner with regional leadership in implementation of Human Resource functions. Provide strategic and tactical guidance to the Regional Leadership Team in the development and implementation of business plans.

Requires a high degree of integrity and confidentiality, frequent use of independent judgment and discretion, as well as strong interpersonal skills, organization, professionalism, and initiative. Responsible for the accurate and timely completion of HR functions. Plan, direct, and coordinate human resource management activities to maximize the strategic use of human resources. Frequent travel required.

**EDUCATION / EXPERIENCE REQUIREMENTS**

1. College degree or equivalent experience with a minimum of five years of human resource experience preferred.
2. Prior experience working with multiple state locations.
3. Satisfactory references from employers and/or professional peers.
4. Satisfactory criminal background check.

No relocation assistance available  
\*\*PLEASE NO OUTSIDE AGENCY CALLS\*\*

Please email resumes, including salary history, to [kfernandez@odsyhealth.com](mailto:kfernandez@odsyhealth.com).

**Human Resources/Training**

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**Regional HR Generalist  
Dallas, Texas**

JOB POSTING #58  
INDUSTRY: Real Estate/Property Management  
COMPENSATION: Depends on experience  
RELOCATION: None

**SUMMARY:**

- Responsible for all HR activities for the Texas region of around 300 associates
- Advisor to regional leadership team in regards to all HR matters
- Some travel required

**REQUIREMENTS:**

- 2+ years of HR experience
- MUST BE Bilingual (English/Spanish)
- Bachelor's degree preferred but not required

To apply, please visit: [http://hrsearchpros.com/job\\_postings.aspx](http://hrsearchpros.com/job_postings.aspx)

OR

CONTACT: Ralph Chapman

Voice: 972-926-4418

Email: [Rchapman@HRSearchPros.com](mailto:Rchapman@HRSearchPros.com)

Please reference JOB POSTING #58 in subject line of email.

[www.HRSearchPros.com](http://www.HRSearchPros.com)

HR Search Pros, Inc.  
3809 Roanoke Dr.  
Garland, TX 75041

**Human Resources/Training**

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**Director of Human Resources  
Dallas, Texas**

My client has an open position for a solid professional to lead the HR department at this rapidly growing healthcare company. Seeking a strategic, proactive, dedicated individual with strong expertise in all facets of HR, including but not limited to regulatory, employment law, employee

relations, compensation and benefits, recruiting, performance evaluation systems, benchmarking, policy and procedures/program development, training, strategic planning. This individual will play a key role in championing the company mission, supporting business and growth objectives, driving performance excellence, and serving as a strong business partner and as an integral part of the management team. Must have at least 5-10 years management experience in a HR Director or HR Manager role and prefer healthcare company experience. Must have excellent communication, presentation, organizational, planning, problem-solving, decision-making, multi-tasking and interpersonal skills; be proficient in computer use and applicable software programs, and in reporting functions. Ability to retain confidentiality, to work well with all levels.

**Further details and full job description can be provided. Interested parties please send resume in Word format to:**

Kathy Barresi  
Barresi Group  
[kathy@barresigroup.com](mailto:kathy@barresigroup.com)  
Office: 314-317-9799

## **Human Resources/Training**

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### **HR Generalist Denton, Texas**

Looking for someone with 2+ years experience.

Need to have experience in new hire paperwork, schedule interviews, review resumes, recruit

2+ years HR experience

Handled new hire process

#### **Contact Information:**

Jennifer Toal  
Comtek-Group  
[jtoal@comtek-group.com](mailto:jtoal@comtek-group.com)  
972-792-1045

## **IT/IS**

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### **Oracle DBA Ft Worth, TX**

#### **Oracle Database Administrator position requirement:**

- Proven experience with Oracle 10g with following focused areas below.
- 7 years or more experience with Oracle database administration
- 3 years or more experience with Oracle RAC and replication
- Understanding of database concepts and experience in data modeling, physical and logical database design.
- Must have hands-on experience with Oracle installation, upgrade, configuration, monitoring, performance tuning, troubleshooting and backup / recovery procedures.
- Experience and strong understanding of Oracle RAC, replication and partitioning (multi nodes 3+)
- Experience in writing database related queries, developing and implementing stored procedures
- Experience with troubleshooting of SQLNET, TCP/IP intercommunication within zoned-network architecture
- Experience with Oracle RMAN and Veritas Net Backup
- Knowledge of Veritas volume manager, Veritas Cluster Server and SAN
- Experience and strong knowledge with UNIX shell scripts

- Prepare detailed specifications for enhancements and modifications to new and existing systems.
- Create technical documentation and method of procedures for enterprise installations
- Establish / recommend policies and standards for databases
- Perform security updates, patch installation and audits
- Assist management in the planning and implementation of information systems
- Must have experience in detecting and resolving database issues and problems in a Production environment

This is a long term contract: 1 year / W2 Status

**Please email resumes to:** [polly.maloy@na.manpower.com](mailto:polly.maloy@na.manpower.com)

No third party vendors at this time.

Must have proof of eligibility to work in the United States.

No visa sponsorships available at this time.

## **IT/IS**

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### **HRIS Data Manager Parkland Health & Hospital System Dallas, TX (no relo)**

Parkland Health & Hospital System includes Parkland Memorial Hospital, Community Oriented Primary Care, Parkland Community Health Plan, Inc., and the Parkland Foundation.

Parkland Memorial Hospital is the primary teaching institution of The University of Texas Southwestern Medical School and is often rated among the best hospitals in the United States. Because of Parkland's affiliation with the medical school, paying and non-paying patients alike have access to top quality medical care. As Dallas County's only public hospital, Parkland ensures that health care is available to all area residents.

#### **Position Summary:**

Manages the daily operations of the HR Records Data Management department to ensure all human resources related data is recorded and maintained appropriately in hard copy and in PeopleSoft to ensure efficient storage and retrieval of Parkland Health & Hospital System employee records. Responsible for Parkland's Learning Management System (LMS), including overseeing the management of enrollment, records and reports, creating web-based tutorials and tests on a variety of topics, assisting content experts in other departments with creation of tutorials and tests, and providing instruction on the use of the system.

#### **Qualifications:**

Must have an expert knowledge of human resources records functions and processes. Must demonstrate expert knowledge and ability to effectively use PeopleSoft applications. Must have excellent customer services skills. Must have a thorough knowledge of personal computers, with excellent MS Office Word, Excel, and Power Point software skills. Must be detail oriented and have excellent time management skills. Must have excellent oral and written communication skills, with all levels of staff. Must be able to demonstrate effective management skills and techniques. Must be able to demonstrate analytical and statistical skills. Must have strong organizational skills. Must have a working knowledge of the departmental functions and the corresponding policies, regulations, and legal issues. Must have a working knowledge of related hospital policies, procedures, laws and guidelines. Must have strong tact and diplomacy skills.

#### **Education & Experience:**

Must have a Bachelor's degree in Business Administration or related field. Must have (7) seven years of HR Data Management experience, including four years of PeopleSoft Application experience. Must have Learning Management System (LMS) experience. May have an equivalent

combination of education and experience to substitute for both the education and the experience requirements.

**Submit resumes to:** [clhill@parknet.pmh.org](mailto:clhill@parknet.pmh.org)

Parkland. The Right Place. The Right Time.

## **IT/IS**

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### **SQL Server Developer Ft. Worth, TX**

Perm/direct hire SQL Server Developer position in Ft. Worth, TX

Looking for a Junior SQL Server Developer with a great attitude that wants to learn. Bachelor's Degree required, preferably in Computer Science.

Should be able to code and test your results, write stored procedures, do ad hoc queries on the back-end and report development on the front end.

Previous ETL exp is desired.

#### **Contact Information:**

Nicole Johanson-Morgan

Dallas Recruiting Lead

RCG IT

3900 North Dallas Parkway, Suite 150

Plano, TX 75093

972.244.6228

732.590.5601 FAX

[www.rcgit.com](http://www.rcgit.com)

## **IT/IS**

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### **Coldfusion Developer Dallas, TX**

Coldfusion Developer in Dallas Texas Perm Salary 75-85K Immediate Need BS in Computer Science and Citizen/GC A MUST

5yrs CF and SQL Server 2000/05 experience OOP preferred Big plus if you have Flex, CF Reporting or COM/.Net but not required. Great Company Great Benefits

#### **Contact Information:**

Andrea Lee

Technical Recruiter at CCCI

[andrea.lee@cccidallas.com](mailto:andrea.lee@cccidallas.com) or [andrealee13@gmail.com](mailto:andrealee13@gmail.com)

## **IT/IS**

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### **Oracle Fusion Middleware Support DFW, TX**

Oracle Fusion Middleware

Oracle Application Support Experience

Degree Preferred

- Experience supporting Oracle Fusion Middleware.
- Ability to lead transition from Application Development to Operational Support.
- Understanding of Oracle application support methodologies and industry best practices.
- Customer focused with excellent interpersonal, oral and written communication skills.

- Ability to analyzing and automating workflows.
- Ability to operate office machinery, such as copier, fax machine and personal computer.
- Proficiency using Microsoft Office software (Word, Excel, PowerPoint, Access).
- Ability to work effectively as a project team member or lead.

\*1+ years Oracle Fusion Middleware

\*2+ years Oracle Application Support Experience

**Contact Information:**

Jennifer Toal

Comtek-Group

[jtoal@comtek-group.com](mailto:jtoal@comtek-group.com)

972-792-1045

**IT/IS**

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**IT Security Director  
ZALE CORPORATION  
Irving, TX**

**Job Summary**

This position is responsible for IT Security and compliance (SOX, PCI, Privacy) activity, managing a staff of 4, with significant amount of exposure to IT and business executives and internal/external auditors.

Primary duties include implementing and operating an effective IT security governance in order to meet business objectives and regulatory legal industry requirements and responding to security incidents with appropriate escalation and remediation.

**Qualifications  
REQUIRED**

- 5-7 years of IT Security experience at both technical and management levels. Bachelor's degree in C.S., MIS or related discipline or equivalent experience is required. CISSP and CISM certifications required.
- Prior experience with SOX and PCI (Payment Card Industry) compliance required.
- Must have appropriate network security experience, particularly in a retail environment and/or an e-commerce environment. Familiarity with dispersed applications development environments is helpful.
- Possess deep knowledge of IT Security solutions with hardware, software, and appliances.
- Effective verbal and written communication skills with interpersonal skills to work with all levels of management and staff, both internal and external.

**PREFERRED**

- Prior experience working with an IT outsourcer is preferred
- CISA and CIPP certifications a plus
- Business Continuity experience helpful

**If interested, please e-mail Word resume with salary requirements to:**

Bonnie Dangel, Corporate Recruiter

[bdangel@zalecorp.com](mailto:bdangel@zalecorp.com)

Office Phone: 972.580.5521

<http://www.zalecorp.com>

## IT/IS

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### **System Engineer Plano, TX**

My name is Leo and I'm an IT recruiter at Axelon Services Corporation, formerly known as Algomod Technologies. We have your information on file and I have an available position that maybe of interest to you. It is located in Plano, TX.

#### **Job Description:**

Under general supervision, formulates/defines system scope and objectives through research and fact-finding to develop or modify the most highly complex information systems. Prepares feasibility studies, cost estimates, and detailed specifications from which programs will be written. May present recommendations to management. Analyzes and revises existing system logic difficulties and documentation as necessary. Competent to work in complex phases of applications systems analysis activities. May act in lead capacity and provide leadership and training to lower level analysts. Typically requires a college degree and 4 - 6 years related experience.

#### **Job Description:**

Maintain standard builds for Windows 2003 and Windows 2008 Servers  
Maintain standard quarterly patch set for above Operating Systems  
Manage enterprise applications responsible for server builds

#### **Required Qualifications:**

Good communication skills and the ability to collaborate well with others  
Must have knowledge of Windows Operating system deployment tools/application  
Minimum 5yrs experience in IT and Systems Engineering required.

#### **Contact Information:**

Leo Rosa  
Axelon Services Corporation  
116 John Street  
New York, NY 10038  
Phone: (212) 306-0192 or (877) 711-8700  
Fax : (212) 306-0191  
[leo.rosa@axelon.com](mailto:leo.rosa@axelon.com)

**For more job opportunities:** [www.axelon.com](http://www.axelon.com)

## IT/IS

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### **SECURITY SPECIALIST DALLAS, TX**

NOT OPEN TO RELO

#### **DESCRIPTION**

Responsible for performing internal security risk assessments by monitoring and evaluating internal information systems. Researches, recommends and implements changes to enhance information security. Educates and communicates security requirements and procedures to various users and serves as an internal information security consultant to the organization.

#### **QUALIFICATIONS**

- Bachelor's degree in Computer-related Engineering or equivalent work related experience required
- One of more of the following required: CCNA, CCNP, CCSP and/or CCIE and MCSE credentials
- One of more of the following desired: GIAC, GSEC, CISA, CISSP credential
- 5+ years progressive experience in systems administration, analysis or data security experience

- Advanced knowledge of current and evolving network security engineering, technologies, policies, methodologies and industry best practices
- Competency in MS Office including, PowerPoint and Project and (98/XP/2000) server environment
- Effective presentation skills, both written and verbal, including strong negotiation and problem resolution
- Experience with performing business process analysis and requirements definition
- Understanding of industry security best practices

### **COMPENSATION**

\$65-75K + Bonus

**Interested parties can submit resumes to:** [mepps@rjbyrd.com](mailto:mepps@rjbyrd.com)

No agencies or recruiters please.

### **IT/IS**

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#### **SQL Server Database Administrator North Dallas, TX**

\$80-90K

SQL server Database Administrator (2 positions)  
(MS certified SQL DBA preferred)

Company: Located in North Dallas

#### **Job Description:** Senior MS Database Administrator (DBA)

Senior DBA provides consulting and project related skills that ensure proper physical database design and implementation. Works routinely with audit team to ensure proper process and procedures are followed. Ensure proper implementation of new products and services that require db resources. Senior DBAs either perform or oversee the day to day task involving db performance, capacity planning, T/SQL coding and db security, database services are properly tuned and working. Senior DBA must be able to work without supervision.

**Scope of Job:** Senior DBA is responsible for production level assets that are vital to this clients daily services. Key individual in choosing and implementing new products or procedures associated with the production db.

**Skills Required:** The Candidate will need administrative knowledge MS SQL Server 2005 – db tuning principles, transact replication, backups, user, group roles, and T/SQL. Senior levels require very good knowledge of MS Server 2003 OS. A good working knowledge of Netapps SAN solutions, and MS Server 2003 and Active Directory are also important. Working knowledge of payment systems enable Senior Candidate to be more valuable to ongoing operations – 2 years minimum

**Responsibility:** They ensure that all production SQL Server 2005 are running optimally. Ensure DB are properly backed up, monitor capacity and plan for future growth. Generate and build proper SOX/PCI processes and policies that keep DBs secure and compliant. Utilizing T/SQL generate data reports or data exports that can be utilized for customers reconciliation or reporting solutions. Provide design and troubleshooting expertise to developers and systems administrators. Provide consulting services to business in regards to db roles and implementation costs and maintenance for new products and services that require db resources.

This position does require on-call 24/7 on a rotation basis.

**Education Required:** Bachelor's degree in a related area and 3-5 years of experience in the field or in a related area.

**Main responsibilities:**

1. Install, configure, maintain and monitor database systems to support real-time, reporting and data warehousing applications.
  2. Implement, configure, maintain and monitor database replication, database log shipping, backup, restore, archival, storage, and user access.
  3. Monitor and optimize system performance using index tuning, disk optimization, and other methods.
  4. Develop, install, maintain and monitor database utilities for monitoring performance, security and task automation.
  5. Implement, maintain and monitor database components of applications developed in-house.
  6. Develop, implement, maintain and monitor reports.
- 
1. Windows 2000/2003 Server
  2. SQL Server 2000/2005
  3. SQL Server 2005 Reporting Services

**Response Instructions:**

We are currently searching for qualified candidates for the position described above. Interested candidates should contact Mike directly and register with at [www.focalpointcorp.com](http://www.focalpointcorp.com). Please use my Mike's name as your recruiter when promoted during registration for consideration.

Mike Triana  
Sr. Technical Recruiter  
FocalPoint Corporation  
[mtriana@focalpointcorp.com](mailto:mtriana@focalpointcorp.com)  
O: (214) 691-9494 ext. 12  
F: (214) 368-9568

**IT/IS**

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**Technical Business Analyst  
Irving, TX****ESSENTIAL DUTIES AND RESPONSIBILITIES:**

- A strong knowledge of MS SQL Server with ability to write not only T-SQL queries but also stored procedures and functions.
- Strength in quantitative analysis, critical thinking, problem solving, and innovation.
- Ability to understand and work with complex financial products and systems.
- Able to effectively question all aspects of scenario and understand the details behind the numbers and/or processes involved.
- Adaptable to deadlines, multiple changes in priorities, exceed under pressure, extremely detailed oriented, highly organized, and effectively organize/present data.
- Excellent problem solving skills and tangible familiarity with evaluating and developing Loan Servicing metrics.
- Experience in managing and building reports preferably using Microsoft Reporting Services
- Partner with business leaders to determine areas in need of process improvement.
- Able to effectively define project objectives and assemble project team.
- Prepare and maintain project plan and list all tasks and dependencies.
- Develop business requirements and obtain user signoff.
- Manage UAT process and monitor expected results for specified time.

**ADDITIONAL DUTIES:**

- Additional responsibilities as required by management.

**SUPERVISORY RESPONSIBILITIES:**

- No direct supervisory responsibilities, however process and project supervisory skills are required.

**Education:**

- B.A. / B.S. degree preferred but not required depending upon work experience and demonstrated ability to perform the necessary database development functions during the interview

**Work Experience:**

- Prior work experience in database and report development using Microsoft SQL Server 2005 strongly preferred. Without the preferred work experience candidate must demonstrate ability to perform necessary job functions during the interview.

**Computer Software Skills:**

- Excel
- PowerPoint
- Access

**Contact Information:**

Jeremy Hopkins  
Account Manager  
Skill Storm  
101 West Renner Road, Suite 315  
Richardson, TX 75082  
Tel: 214-572-8670 | Fax:214-291-2681 | Cell:469-964-6024  
[JHopkins@SkillStorm.com](mailto:JHopkins@SkillStorm.com)  
[www.SkillStorm.com](http://www.SkillStorm.com)

**Logistics/Manufacturing**

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**Planner**  
**RadioShack**  
**Fort Worth, TX**

**Duties and Responsibilities**

Responsible for performing all merchandise and inventory planning activities for assigned buyer categories and SKUs; working directly with buyers to gather sales and margin objectives and working capital allocation to assigned to given SKUs; creating sales and inventory plans to business objectives; reconciling category and sub-2 sales and margin plans to unit level sales and margin plans; analyzing performance of SKUs relative to plan and recommends disposition of problem SKUs; and providing assistance to other planners in the group.

**Skills and Education**

- Bachelor's degree
- 3 years merchandise buyer or procurement experience
- 1 year planning support experience

ee/aa

**To Further Explore Employment Opportunities:**

**Email your resume to:**  
[recruiter4@radioshack.com](mailto:recruiter4@radioshack.com)

**OR** mail to:

Employment Opportunities  
RadioShack Riverfront Campus  
300 RadioShack Circle  
Fort Worth, TX 76102

### **XELUS Process Operational Development Specialist**

**Ericsson**

**Plano, Texas**

**Job Number** 00006499

#### **Overall Purpose:**

To develop and maintain processes, applications and or the functional areas (software and documentation) of the Planning used system according the wishes and demands of HWSD Planning, as a contributor to the mission and goals of the HWSD organization.

#### **Responsibilities:**

The position of Xelus Process Operational Development Specialist will play an integral role in the support, maintenance and continued development of the Planning processes and tools such as Click Commerce's Xelus Plan and Xelus Parts (referred to as XELUS) for the Global Hardware Services Delivery organization.

#### **This position will have responsibilities including, but not limited to the following:**

- \* Implementation and maintenance of Hardware Services (HWS) planning system known as XELUS, including upgrades/enhancements.
- \* Implementation and maintenance of global processes related to planning competencies.
- \* Creation and maintenance of technical and training documentation surrounding Planning IS/IT systems in the HWS-D portfolio
- \* Testing of Xelus releases
- \* Testing of OMS/WMS interface releases (i.e., M4 interface, etc.)
- \* Testing of OMS-Logistic Providers Interface releases (with Global Core Team assistance/direction)
- \* Maintain and expand HWS-D Planning process and system knowledge
- \* Review, design and implement new global requirements from Global Planning, EAB, etc. in the HWS-D IS/IT landscape, including interface specifications
- \* Review, design and implement new regional requirements from each SCOC after review against global standards to determine if the process should remain local or become global
- \* Propose process, data and application changes to the regions and Global Planning to continually improve efficiencies within the HWS-D organization.
- \* Provide training to the regional SCOC's when new functionality or processes are implemented in the HWS-D IS/IT landscape
- \* Third line support for planning tools (i.e., XELUS) solution as part of the HWS-D system landscape.
- \* Identify and advice on impact/consequences of a solution to the business or the efficiency of the customer organization, according to the functionality of the solution and the frame of the Customers Business Process, in order to support the customer to meet his business goals and objectives.

#### **Authorities:**

This position has authority as key contributor for HWSD Planning requirements process development, as well as ownership authority of Xelus-related processes.

#### **Qualifications:**

- \* Bachelor's Degree and/or 5 years minimum experience material planning, supply chain logistics (reverse logistics preferred), and/or supply chain planning process consultation
- \* Minimum 3 years Xelus Parts experience, advanced or expert (SuperUser) knowledge level preferred
- \* APICS certification helpful not required.
- \* Good MS Office skills, especially MS Access and/or MS Excel
- \* Structured thinking and rigorous problem solving skills
- \* Experience working in a team environment
- \* Competence in building strong customer and partner relationships

- \* Skilled at using written and verbal communication to simplify complex concepts
- \* Strong project planning and management skills
- \* Strong influencing and consensus building skills
- \* Extensive travel, up to 50%

**Interfaces:**

- \* Position is hosted, meaning it is based in Plano, TX, reporting to SCOC Americas, Material Planning Manger, but will also receive strategic direction from HWSD Kista.
- \* Will be member of Planning Core Competence (PCC) team based in Kista, Sweden, made up of resources from SCOC EMEA, SCOC Americas, SCOC APAC, SCOC China, and HWSD Kista.
- \* Position will interface regularly with both Global and Local HWSD Management, IS/IT, Operations, Planning, etc. personnel at all levels.

**Apply online:** <http://www.ericsson.com/ericsson/careers/index.shtm>.

Website: <http://www.ericsson.com/>

**Miscellaneous**

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**CNA (Patient Care Technicians)**

**Baylor Healthcare**

**Fort Worth, Grapevine, Irving, and Waxahachie, TX**

CNA positions at Baylor Healthcare (Patient Care Technicians)

I am currently accepting resumes for CNA positions at the following locations:  
Fort Worth, Grapevine, Irving, Waxahachie

6 months CNA experience preferred and CPR license

**Please reply with name, number, and resume.**

Charles Clayton

[cclayton@baylorhealth.edu](mailto:cclayton@baylorhealth.edu)

**Miscellaneous**

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**Revenue Cycle Manager**

**Dallas, TX**

(Physician Practice)

Salary/Bonus: Highly Competitive, Negotiable based on experience

\*Must have Physician Practice experience, not hospital.

Please email or call for details.

**Contact Information:**

Troy Randolph

LRA, Inc. (Lea Randolph & Associates)

Dallas, TX & Nashville, TN

615-459-5672

[troy@lra-recruiting.com](mailto:troy@lra-recruiting.com)

[troyrandolph@hotmail.com](mailto:troyrandolph@hotmail.com)

## Miscellaneous

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### **DIRECTOR OF COMPLIANCE DALLAS, TX**

#### **JOB DESCRIPTION:**

We are seeking a Director of Compliance who will be responsible for the development, implementation, monitoring and maintenance of the company's HIPAA Compliance Program. The Director shall provide the overall management of the company's security-compliance efforts. The Director is responsible for the management and supervision of (1) the execution and use of security measures to protect data; and (2) the conduct of personnel in relation to the protection of data. The Director is responsible for establishing a "culture" of security compliance. The Director must be competent to handle security related issues as they occur. Accordingly, the Director's role may expand upon unforeseen events. Specific duties include but are not limited to: responsible for developing, implementing, administering, modifying, and documenting security policies and procedures, reporting to the executive team and Compliance Committee, designing new initiatives, monitoring internal control systems, changes and advancements, keeping abreast of regulatory changes, providing direct information security training and orientation to all employees, contractors and other third parties, conducting audits and reviews, working across the organization (HR, legal, IT, all department heads), to ensure these initiatives are carried out, reviewing all system-related information security plans throughout the network to ensure alignment between security and privacy practices, and acting as a liaison to the IT department with regard to HIPAA privacy requirements and Protected Health Information.

#### **QUALIFICATIONS:**

Education or experience equivalent to a four year college degree is required. Clinical / Compliance specialty certification highly desired. At least five years related compliance experience is required. Must have healthcare industry experience and a solid working knowledge of Medicare. Proven leadership experience and the ability to work effectively across functional areas. Superior communication, presentation, organizational skills. Good business acumen. Generalized knowledge in information management and security, including experience with internet technology. Ability to work and effectively prioritize in a dynamic work environment.

**QUALIFIED CANDIDATES ONLY, PLEASE SEND RESUME IN WORK FORMAT ONLY TO:**  
[KATHY@BARRESIGROUP.COM](mailto:KATHY@BARRESIGROUP.COM)

## Operations

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### **Operational Development-00006498 Ericsson Plano, Texas**

#### **Job Description:**

The position of System Super User will play an integral role in the support, maintenance, and continued development the Hardware Services Delivery Application, Metrix M4.

#### **This position will have responsibilities including, but not limited to the following:**

- \* Training, Support, and maintenance of Hardware Services Order Management/Warehouse Management system known as M4
- \* Training, Implementation and maintenance of upgrades of the Order Management/Warehouse Management System known as M4
- \* Training, Implementation and maintenance of global processes
- \* Testing of Order Management/Warehouse Management releases
- \* Testing of OMS/WMS interface releases
- \* Testing of OMS-Logistic Providers Interface releases
- \* Maintain and expand HWS-D process and system knowledge

- \* Creation and maintenance of Master Data within the HWS-D IS/IT systems to include part information, customer information, financials and service portfolio in relation to how they function in the IS/IT Landscape
- \* Review and design new global and regional requirements in the HWS-D IS/IT landscape
- \* Propose process, data and application changes that support the Regional profile to home office to continually improve efficiencies within the HWS-D organization.
- \* Provide training to the regional SCOC's and LLC when new functionality or processes are implemented in the HWS-D IS/IT landscape

**Qualifications:**

The following skills set will be required in order to effectively perform the job responsibilities above.

- \* Detailed knowledge of IS/IT systems and IS/IT behaviors
- \* Detailed knowledge of IS/IT interfaces
- \* Strong technical writing capabilities to construct and maintain process, work instruction and training documentation for HWS-D IS/IT systems
- \* Ability to quickly analyze large amounts of data
- \* MS Office tools, especially excel and access
- \* Strong organizational skills

**Apply online Apply online:** <http://www.ericsson.com/ericsson/careers/index.shtm>. Website: <http://www.ericsson.com/>

**Operations**

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**Operational Procurement - Purchasing Supervisor-00009000  
Ericsson  
Plano, Texas**

**Job Description:** Responsible for Call off for Sourcing for MUNA - according to the Ericsson Business Processes. To be performed according to Service Description/List of Services and Approved Deviations within the terms of scope, time, cost and quality. Securing that all activities are in accordance with the Global Operational Procurement guidelines and set up.

Drive compliance to global standards in terms of service scope and process standards, as well as continued process improvements and Issue management. Share best practice within the unit, build and maintain a network, first escalation level. All towards the local company. Drive Change management within the unit. Responsible for executing SOX key controls according to work instructions within the unit. Responsible to inform and train employees within the unit.

Over 175,000 Invoices processed for MUNA and over 1.25 Billion in spend for 2007 flows through the PTP Area.

**Responsible for the Project lead of Operational Procurement:**

- \* Responsible for Global Projects which fall into the operational procurement area and for implementation of such projects, such as EB Usability and Ericsson Buyer implementations with companies that Ericsson acquires.
- \* Project lead shall be able to execute the project plan and follow established timelines by working with multiple departments to where the scope of the project falls in their responsibility.
- \* Work with change management when needed. Able to do user acceptance testing where needed.

**Operational Procurement Responsibilities:**

Set up as one team per Market Unit serve, with a Team Leader and 3 to 4 Sourcing individuals per team depending on the number of companies and its size:

- A. Initial set up of catalogue supplier within Procurement tool based upon authorized contract with supplier
- B. Initial set up of catalogue with IBX and supplier based upon content and price
- C. Initiate changes towards catalogue supplier based upon changes of price by working with sourcing to reduce cost or reflect changes in cost to Ericsson through Ericsson Buyer.

- D. Review/update EB front page for Quicklinks for products and services on most used items by LC.
- E. Review quality and usability of catalogue suppliers within EB in conjunction with LC.
- F. Responsible for Master data for Vendors for Set up and Maintenance of all vendors for MUNA, over 4000.
- G. Reporting of Purchase Orders for MUNA on the Red, Amber, and Green flow through Ericsson Buyer.
- H. Notify LC Sourcing and work with both vendors/sourcing who are being utilized with a high frequency in Red flow to establish a catalogue and contract to reduce cost to Ericsson.
- I. Report on other key KPI's such as PO Compliance, OTV Usage, Hit Rate, EDI volume to sourcing.
- J. Increase call off ability by working with Vendors and IBX to increase e-invoicing and e-procurement where possible.
- K. To maintain, support, and drive where applicable the implementation of LC authorized Sourcing improvements in regards to KPI's or other Sourcing initiatives be it either Global or LC.
- L. Assist End users via day-to-day usage and periodic training on EB and SAP in regards to PTP.
- M. Review open Purchase Orders to minimize Ericsson's financial exposure for PO's open greater the 3 months for Ericsson Buyer.
- N. Review of PO's for errors in the system and fix so PO can be sent to vendor. Process, reject, or escalate according to LC guidelines.
- O. If vendor does not have an automated access to PO's, generate the PO's after approvals and send manually to vendor.
- P. Process receipt of PO's if LC employees are unable to.

#### **Core/Critical Competencies:**

- \* Broad Ericsson competence (Ericsson models, directives, standards, etc.)
- \* System and process competence (local business vs global standards for processes and systems)
- \* Broad and solid Sourcing competence (Ericsson sourcing methodology and call off etc.)
- \* Good process and system competence (local business vs global standards for processes and systems)
- \* Change management skills and abilities
- \* Strong Vendor Maintenance skills
- \* Knowledge within Finance and Accounting.
- \* Solid communicative competence.
- \* Solid understanding in negotiation skills.
- \* Ability to drive change.

#### **Qualifications:**

- \* Bachelors Degree in Supply Chain, Business or Operations
- \* 3-5 years experience with Sourcing and/or Invoice to Payment minimum
- \* Knowledge in SAP
- \* 3-5 years experience with Vendor Contracts and Maintenance

**Apply online Apply online:** <http://www.ericsson.com/ericsson/careers/index.shtm>.

Website: <http://www.ericsson.com/>

## **Operations**

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### **Operations Foreman Pioneer Natural Resources Weatherford - TX (Barnett Shale)**

**Available Positions:** 1 | **Application Deadline:** 09/23/09

Oversee and supervise personnel required to safely maximize oil and gas production for wells located in the Barnett Shale area. Duties will include monitoring daily well production (oil, gas and water), efficiency and expenditures in assigned area. Will assign daily tasks and duties to Lease Operators; recommend solutions on issues related to oil, gas and water production. Training

employees on processes and procedures will be an integral part of this position. Will be required to monitor produced water disposals, gathering systems, production pits and all other water management systems as necessary. Will work closely with mechanics, roustabouts, SCADA techs, construction teams, engineers and other groups to ensure good run time on all production equipment such as gas lift compressors, plunger systems, pumping units, engines, separators, tank levels monitors, SWD equipment, etc. Will also procure services and equipment, as well as supervise, all well servicing and flow back jobs.

**Requirement:**

- A High School diploma or equivalent certification is required with a minimum of 10 years of oil and gas production experience and 5 years of supervision experience.
- Plunger Lift and Gas Lift experience is a must.  
Must have working knowledge of Microsoft Office and oil and gas production databases.
- Will also oversee and ensure that all data is reported in a timely and accurate manner using Wellview, OFM, TOW, eVin and SCADA systems as appropriate.
- Must have a valid driver license with a "clean" driving record.
- The successful candidate for this position will be a self starter, very detail oriented and highly motivated.

**Send your resume to:** <http://www.pxd.com/careers/careers.htm>

**Project Management**

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**Project Manager  
TS Sports  
Grapevine, Texas**

TS Sports, a leading provider of high-resolution LED video scoreboards to major colleges, minor league baseball and professional sports venues and our business is growing! We are in immediate need of an additional Project Manager to take responsibility for new scoreboard construction projects throughout the US.

**Key Responsibilities Include:**

- Overall responsibility for the successful completion of new projects.
- Serve as key project contact between TS Sports and the customer.
- Coordinate project requirements with internal team members including sales, engineering, shop fabrication and installation.
- Interface with vendors to ensure that externally sourced materials and services are delivered as specified and on time.
- Requires ability to solve problems while maintaining good working internal and external relationships.
- Manage project costs in line with approved budgets.
- Be responsible for project documentation including permits, contracts, change orders, drawings and purchase orders.
- Requires occasional overnight travel.

**The ideal candidate will have the following background and experience:**

- Experience in industrial construction projects.
- Team leadership with the ability to manage customer, internal and external relationships.
- Detail oriented, well organized, self motivated, confident decision maker.
- Experienced and literate in information technology.
- Knowledgeable in the major sports.

This is an immediate opportunity with a rapidly growing, entrepreneurial organization with excellent career advancement potential. Starting salary range \$35-40,000.

**Qualified candidates should forward their resume to:** [dougp@ts-sports.com](mailto:dougp@ts-sports.com)

Doug Peck, Chief Operating Officer

Email: [dougp@ts-sports.com](mailto:dougp@ts-sports.com) | Website: <http://www.ts-sports.com>

## Project Management

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**Project Manager**  
**AmerisourceBergen Corporation**  
**Frisco, Texas**

**Job Code:** HRReq004163

**Category:** Information Technology

**Positions Available:** 1

**Position Summary:**

\* Responsible for initiation, planning, execution, and post launch of CRM projects for pharmaceutical/clinical industry, using Baan ERP, Salesforce.com, Conga Merge Application, Cast Iron Tool, Apex Data Loader, SharePoint, and Clarity

**Primary Duties and Responsibilities:**

\* Assess and deliver business requirements from client and project team. Plan, coordinate, design, develop, analyze, integrate, and implement EBI technology projects; design EBI and Baan architecture, infrastructure, and development standards

**Experience and Education Requirements:**

\* MS in CS, IT, any Engineering field, Chemistry, Pharmacy, Biotechnology, or related field and 2yrs. of relevant experience in CRM projects. Will accept BS in relevant field and 5 yrs or relevant exp. in lieu of MS and 2yrs. Familiarity in a HIPAA sensitive environment. Proficient in Baan, SharePoint, and Salesforce.com.

**Minimum Skills, Knowledge and Ability Requirements:**

\* Exceptional project management skills, including the ability to effectively deploy resources and manage multiple projects of various diverse scopes in a cross-functional environment

\* Ability to lead dynamically and energize multidiscipline work teams to learn and apply new skills and techniques to respond to business needs

\* Thorough knowledge and understanding of business principles, processes and technology

\* Ability to organize, plan, and execute large-scale projects from vision through implementation

\* Good analytical, conceptual and problem solving skills to evaluate business problems and apply knowledge to identify appropriate solutions

\* Ability to communicate effectively both orally and in writing; ability to communicate with customers, associates and management

\* Solid teamwork and interpersonal skills

\* Strong presentation skills; ability to present and discuss strategies and technical information in a manner that establishes rapport, persuades others, and gains understanding

\* Knowledge of computers to operative effectively with PowerPoint presentations, Excel spreadsheets and Microsoft Outlook

**Additional Information:**

To submit your resume for this job, select how you heard about the job and then click the "Submit Your Resume" button below. <http://www.amerisourcebergen.com/cp/1/careers/index.jsp>

## Project Management

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### **Lead Project Manager Pioneer Natural Resources Las Colinas, Texas**

**Available Positions: 1**

**Application Deadline: 09/23/09**

The Lead Project Manager is responsible for defining and resolving business problems with geoscience customers and will work as part of a dedicated team providing customer support, project management, software evaluations, diagnosis and resolution of application and related data issues, application maintenance and performance tuning, and assistance in the selection of software tools to fit business requirements.

#### **Other Responsibilities Include:**

- Working closely with application and data vendors for fixes, enhancement, configuration, connectivity, upgrades and other requirements for complex technical applications in Windows and Linux
- Collaborating with other IT departments
- Working closely with customers to select the appropriate tools to maintain employee productivity and meet work requirements
- Documenting, communicating and tracking all support requests to resolution
- Assistance in setting team goals and objectives
- Budgeting, Supervising or mentoring others.

#### **Requirements:**

- Bachelor's degree required.
- Oil & Gas industry experience strongly preferred.
- A minimum of 10 years information processing experience is required.
- Experience with geoscience software such as SMT, Petra, Petrel, and Paradigm preferred. Candidate must be a highly motivated self-starter who works effectively in a fast-paced team environment, enjoy mentoring others and have good internal consulting skills.

**Send your resume to:** <http://www.pxd.com/careers/careers.htm>

## Sales/Marketing/PR

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### **Inside Sales Consultant Essilor of America, Inc. Dallas, TX**

Essilor of America, Inc. (Essilor), is the leading manufacturer and wholesaler of prescription lenses in the United States. Through its subsidiary, Essilor Laboratories of America, Inc., (Essilor Laboratories), Essilor owns the largest and most comprehensive optical laboratory network in the United States. Essilor of America, Inc. (Essilor) is a subsidiary of Paris-based Essilor International, S.A., a publicly held company traded on the Euronext Paris stock exchange (Reuters: ESSI.PA).

Three key factors – research, product innovation and service to the eye-care professional – distinguish Essilor from its competitors and characterize Essilor as the world leader in ophthalmic optics. Essilor is committed to the research and development of innovative products, and the company continues to set new standards within the industry. Essilor International is the Official Worldwide Supplier of Ophthalmic Lenses to Special Olympics-Lions Club International Opening Eyes Program.

We currently have an **Inside Sales Consultant** career opportunity at our **Dallas, TX** location.

**POSITION PURPOSE:**

The Inside Sales Consultant is responsible for achieving sales forecasts and objectives within a territory exceeding \$250,000 in sales through telephone contact. Implementing quarterly plans of action, the Inside Sales Consultant fosters a professional business relationship with new and existing Eye Care Professionals and Laboratory management to insure proper support of Essilor Branded products.

**PRIMARY RESPONSIBILITIES:**

1. Performs territory and account planning activities based on Cycle Plan, customer needs and Key Business Objectives to achieve territory sales goals.
2. Recognizes territory opportunities, strengths and weaknesses and develops plans of action to achieve sales goals.
3. Uses coaching, performance planning, monthly work-withs, and district sales meetings to identify needs and develop skills.
4. Partners with all lab constituents, Brand, ELOA, Partner, IDD Laboratory Sales Consultants, and lab personnel to understand account opportunities.
5. Responsible for developing existing account base and gaining new accounts via territory prospecting.
6. Demonstrates in-depth knowledge of Essilor products and competitive products, applying that knowledge appropriately and effectively in selling situations.
7. Uses consultative selling approach with customers to drive sales and establish business partnerships.
8. Responsible for developing, maintaining and managing an efficient territory call plan based on account potential and needs.
9. Utilizes corporate tools and software applications to document, plan, monitor status and meet sales objectives within his/her territory.
10. Communicates new product, service, and promotional opportunities with use of mass fax and mass email technology.
11. Effectively uses all marketing support and training materials to promote account growth.
12. Completes reports and other administrative duties in an accurate and timely manner.
13. Will be required to attend sales meetings as well as other corporate sponsored events.
14. Meets or exceeds the standards set forth in the Essilor "Performance Planning & Review".
15. Presents a professional image and represents the company in line with stated core values.
16. Performs additional duties as per assigned by the Inside Sales Manager.

**EDUCATION AND QUALIFICATIONS:**

- AA/AS degree preferred, or equivalent related experience in successful inside / outside sales involving persuasive interactions in optical or related field.
- Two years experience in optical dispensing preferred.
- Strong interpersonal skills i.e. flexibility, adaptability and a proven ability to work in a team environment.
- The successful candidate will possess excellent verbal and written communication skills and good organizational skills.
- Demonstrated computer skills (MS Excel, PowerPoint, Word, Outlook, & general PC navigation).
- Must be able to work confined to a desk for extended periods and is exposed to continuous noise from office equipment and others in the work area.
- Must be able to handle multiple concurrent tasks at one time with constant interruptions.

**Please apply online using the following:**

<http://tbe.taleo.net/NA1/ats/careers/requisition.jsp?org=ESSILOR&cws=1&rid=1434>

## Sales/Marketing/PR

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### **Communications Specialist Greatwide Logistics Services Dallas, TX**

Greatwide Logistics Services has an opening for a fulltime Communications Specialist at our Dallas Corporate Headquarters. Position is responsible for development and implementation of communications strategy and will support internal communications for HR and Safety departments.

**Contact** me directly at [brad.eagelston@greatwide.com](mailto:brad.eagelston@greatwide.com) for additional information.

## Sales/Marketing/PR

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### **Inside Sales Los Colinas, TX**

Seeking inside account managers within manufacturing industry for a firm in Las Colinas.

**Job purpose:** This position should employ innovative solutions to assist the company's growing sales divisions utilizing all technology available. In addition, the position will support all efforts of the sales division, interfacing with both internal and external customers.

**Minimum requirements:** Candidate must be energetic with a history of follow-through and follow-up. Proficiencies in Microsoft Office products, and experience with ERP systems are required. Candidate should be comfortable interfacing with all levels of the organization, as well as presenting a positive attitude and customer-service focus. Interpersonal skills are highly-valued in this sales-driven organization. Ideal candidate will have an eye for details as well as basic math skills.

#### **Key responsibilities and accountabilities:**

- Works as a team within the sales division to achieve sales goals through customer development and sales follow-up
- Communicates clearly with customers keeping them informed of order status
- Works with invoicing group to supply necessary information for all orders
- Interfaces with accounting to identify sales order variances and miscellaneous charges
- Uses in house technology to manage sales orders, inventory, and purchase orders, and freight tenders.
- Maintains daily processes to ensure accurate, reliable information for customers and vendors which include open order files, price lists, freight
- Uses Inventory Management tools to manages inventory levels to ensure adequate stock and sufficient turns; avoids overstock situations
- Maintains strong relationships with customers
- Maintains strong relationships with suppliers/partners
- Exhibits ability to think outside the box when working with customer to create strong solutions that add value to the customer
- Compensation: \$36-48K base salary + competitive commission structure, with potential to double salary.

#### **Contact Information:**

Julie Vivic  
Strategic Partner  
972.661.1616 Phone  
972.661.1627 Fax  
[jvivic@pridestaff.com](mailto:jvivic@pridestaff.com)  
[www.pridestaff.com](http://www.pridestaff.com)

Our Mission: Consistently provide client experiences

## Sales/Marketing/PR

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### Advertising Sales Dallas, TX

This is a fantastic opportunity for a talented sales person looking for a growing company. Successful candidates are in a position to make a large impact on an up and coming advertising corporation and subsequently move upward with the company as s/he drives the company's success.

**Position Overview:** We are looking for a highly motivated, outside the box thinker for a sales professional position in an up and coming corporation based in the Dallas area. The right candidate will have experience developing relationships with C-level executives, negotiating advertising media.

**In this role candidates will be asked to:**

- Prospect for qualified Partnership Retailers within designated markets.
- Develop and maintain key contacts with decision makers including: Media Planners and Buyers and Account Executives and Brand Managers.
- Sell advertising media and negotiate the renewing of contracts.
- Develop short and long-term strategies to develop new business.
- Attend industry and other functions to maintain client relations and prospect for new clients.
- Other related duties, projects, and assignments as requested.

**Qualifications:** To be successful in this role, successful candidates should possess the following qualifications:

- Professional, energetic, highly motivated, and success oriented with excellent interpersonal and communication skills.
- Little direction or management required. Know what it takes to get the sale closed. This is not a position for those that need their hands held.
- Record exceeding revenue and profit goals.
- Strong organization and time management skills.
- Creativity with strong strategic, sales, negotiation and revenue generating skills.
- Knowledge of PC hardware and software packages.
- College degree strongly preferred.
- Some travel required.
- Candidate will be subjected to credit check and drug screening.

**Please direct interested candidates to submit to [careers@dallasplacement.com](mailto:careers@dallasplacement.com).**

**Contact Information:**

Katherine Moore  
The Placement Group  
[www.dallasplacement.com](http://www.dallasplacement.com)  
[katherine@dallasplacement.com](mailto:katherine@dallasplacement.com)

## Sales/Marketing/PR

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### Brand Manager Dallas, Texas

We are continuing our search for a We are continuing our search for a Brand Manager, however please note the following requirements:

- Candidates must have home industry or flooring experience to be considered
- This is a Brand Manager position that reports to the Director of this department

We are working with a client to fill a Brand Manager position for the Dallas market. The scope of this position requires candidates adept in many facets of Brand Management such as:

- Strategic
- Communication
- Marketing Communications
- New Product Marketing
- Merchandising
- Sampling/Collateral
- Technology
- Financial -Teamwork
- Customer Base

**Ideal candidates will have:**

- Bachelor's degree with 12 years experience
- Senior Account Management at an Advertising Agency a plus
- MBA Preferred
- 2-5 years of management experience

**Compensation Information:**

- \$85K - \$110K
- Benefits Included
- Standard Vacation Package

**Please submit resume with the subject line "Brand Manager" [careers@dallasplacement.com](mailto:careers@dallasplacement.com).**

Katherine Moore  
The Placement Group  
[www.dallasplacement.com](http://www.dallasplacement.com)  
[katherine@dallasplacement.com](mailto:katherine@dallasplacement.com)

**[Sales/Marketing/PR](#)**

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**Inside Sales Rep  
Dallas, Texas**

Our client is a well established and successful management consulting firm, and has proven success with key companies across the United States. We are searching for an Inside Sales Representative to support Business Development initiatives.

The person in this role will be responsible for creating interest and setting meetings between potential clients and the company Sales Reps. The bulk of this position is inside phones sales so high energy, clear phone communication and a drive to succeed are a must. This position interacts with high level executives, and the ability to effectively communicate your message and engage your potential clients is extremely important. Experience with high volume outbound calls is highly preferred. Other projects and duties will be assigned as necessary including database reports, team conference calls regarding goals and initiatives, and other administrative duties.

**To be considered for this position candidates must have the following:**

- Inside Sales Experience
- High Level of Commitment to Excellent Performance
- Self Motivation and High Production Goals
- 3-4 Years Experience in Professional Setting
- Advance Computer Skills (MS Office, etc.)
- Goldmine Experience (preferred)
- Must Pass Background Check to Set Standards

**Compensation:**

- \$39k Base (1st yr avg salary \$45k-\$50k)
- Commission structure available 100% based on performance

- Company provided benefits
- Standard vacation and corporate holidays

**Please submit resume with the subject line "Inside Sales Consultant"**  
[careers@dallasplacement.com](mailto:careers@dallasplacement.com).

Katherine Moore  
The Placement Group  
[www.dallasplacement.com](http://www.dallasplacement.com)  
[katherine@dallasplacement.com](mailto:katherine@dallasplacement.com)

## **Sales/Marketing/PR**

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### **Landscape Sales Dallas, TX**

Searching for an Experienced Sales Professional in the Landscape Industry for the Dallas area.

We are currently searching for an experienced sales professional to become Business Developer for the greater Dallas, TX metropolitan area.

We strongly prefer candidates who have worked in the landscape industry, have sales experience, and know this region. Candidates with contract sales experience in waste management or uniform contract sales are also considered.

#### **Job Requirements**

- Experience in Landscape Industry preferred
- Prefer Bachelors degree in Agriculture, Business, or Marketing
- Minimum of 3 years business to business sales in the service industry or related industry
- Proficient with computer software programs including MS Office suite (Word, Excel, Outlook and PowerPoint)
- Local knowledge and contacts preferred

**Qualified applicants please send your resume to Brian Reddick at**  
[brian@dallasplacement.com](mailto:brian@dallasplacement.com).

## **Sales/Marketing/PR**

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### **Medical Device Territory Manager Dallas, TX**

A leading, international developer and manufacturer of medical devices seeks a Territory Manager to sell to Interventional Radiology, Interventional Cardiology and Thoracic Surgery to hospitals in the Dallas, TX market. The selected candidate will be offered a compensation package including a base salary up to \$70k, plus variable compensation that will bring total first year earnings up to \$170k at plan, plus automobile, all expenses and full benefits. Unlimited, vertical income and career growth opportunities.

Candidates must have a Bachelor's Degree and a minimum 3 years of documented success selling surgical products to the OR.

**Send resume in MS WORD format to Rob Byrnes at** [r.byrnes@abjassociates.com](mailto:r.byrnes@abjassociates.com).

## Sales/Marketing/PR

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### **Marketing Associate** (in a Law Firm) **Dallas, TX**

No Relo

Our client, a large and well respected law firm is looking for a Legal Marketing Representative in the Dallas, TX area. This is an exciting opportunity for someone in the legal marketing world to take the next step and work for a large firm in a diverse position. This position is not a management position.

#### **Position Details:**

- Prior experience in marketing working for a law firm is required (at least 5 years)
- Salary DOE (Competitive)
- College Degree Required
- 5-10 Years Experience
- Developing marketing materials
- Managing Public Relations
- Communicating with other offices
- Handling seminar and special event arrangements

**Please submit resume with the subject line "Legal Marketing Associate"**  
[careers@dallasplacement.com](mailto:careers@dallasplacement.com).

Katherine Moore  
The Placement Group  
[www.dallasplacement.com](http://www.dallasplacement.com)  
[katherine@dallasplacement.com](mailto:katherine@dallasplacement.com)

## Sales/Marketing/PR

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### **Advertising Sales** **Dallas, TX**

No Relo

This is a fantastic opportunity for a talented sales person looking for a growing company. Successful candidates are in a position to make a large impact on an up and coming advertising corporation and subsequently move upward with the company as s/he drives the company's success.

**Position Overview:** We are looking for a highly motivated, outside the box thinker for a sales professional position in an up and coming corporation based in the Dallas area. The right candidate will have experience developing relationships with C-level executives, negotiating advertising media.

#### **In this role candidates will be asked to:**

- Prospect for qualified Partnership Retailers within designated markets.
- Develop and maintain key contacts with decision makers including: Media Planners and Buyers and Account Executives and Brand Managers.
- Sell advertising media and negotiate the renewing of contracts.
- Develop short and long-term strategies to develop new business.
- Attend industry and other functions to maintain client relations and prospect for new clients.
- Other related duties, projects, and assignments as requested.

**Qualifications:** To be successful in this role, successful candidates should possess the following qualifications:

- Professional, energetic, highly motivated, and success oriented with excellent interpersonal and communication skills.
- Little direction or management required. Know what it takes to get the sale closed. This is not a position for those that need their hands held.
- Record exceeding revenue and profit goals.
- Strong organization and time management skills.
- Creativity with strong strategic, sales, negotiation and revenue generating skills.
- Knowledge of PC hardware and software packages.
- College degree strongly preferred.
- Some travel required.
- Candidate will be subjected to credit check and drug screening.

**Please submit resume with the subject line "Sales" [careers@dallasplacement.com](mailto:careers@dallasplacement.com).**

Katherine Moore  
The Placement Group  
[www.dallasplacement.com](http://www.dallasplacement.com)  
[katherine@dallasplacement.com](mailto:katherine@dallasplacement.com)

## **Sales/Marketing/PR**

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### **Sales Manager Dallas, TX**

Dynamic Sales Manager Needed - Dallas, TX

SOURCE, INC. is the voice of convergence to over 16,000 customers nationwide.

We are looking for a dynamic Sales Manager for our large enterprise level Premiere and Corporate accounts in the Dallas, TX area. This is a Sales Manager position with 8-10 senior level direct sales reports. We are searching for an individual who has a strong understanding of Unified Communications, and/or Manager Services Sales at the enterprise level. The selected individual must understand complex deals and have a demonstrated history of managing and hiring a senior sales team. We are looking for someone with strong forecasting ability and also a demonstrated history of meeting and/or exceeding their team quota.

The selected candidate will have experience in coaching and developing a sales team as well as applying structured processes that enable flawless sales campaigns. The selected candidate will also have a strong ability to integrate Unified Communications Solutions and/or Managed Services Solutions into effective sales plans. We are looking for an out of the box thinker who can monitor economic and industries shifts and utilize that information to drive their respective team to success.

We desire a candidate who has the ability and experience to evaluate their team members at regular intervals and assist them in creating and maintaining individual development plans. We also desire someone who can maintain a pipeline of "A" players for potential future hires and who can also coach and retain their existing team.

This is a fantastic opportunity for an individual with a strong Telecommunications or IT Services, Sales Management Background. The ideal candidate will have a minimum of 3 years managing a sales team with responsibility for selling Unified Communications Solutions and/or Managed Services Solutions. They also must have a minimum of 4 years of direct sales experience with Unified Communications, or Managed Services Solutions. A Bachelor's Degree is preferred.

**Local and Qualified candidates send resume to [hrs@source.com](mailto:hrs@source.com)**

## Sales/Marketing/PR

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### Senior Sales Representative

Central US, preferred Dallas, TX (or Chicago, IL)

Leading Provider of Solutions for Health and Human Services

Compensation: \$210,000 - \$225,000 per Year (\$100,000 Base + Commissions/Bonus)

**Scope:** The Senior Account Executive is responsible for sales of enterprise software solutions and related services to both existing and new customers in the health and human services industry, comprised of both public sector (state, county, and local government) and non-profit organizations. The Senior Sales Reps will be assigned either geographic territories or specific vertical market responsibility, depending upon experience and location.

### Contact Information:

Paul Golitz is the recruiter [ptgolitz@bigdogslc.com](mailto:ptgolitz@bigdogslc.com).

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***This document is a listing of job openings compiled from the resources listed below for the convenience of the Right Management North Texas' eConnect Networking Group. Right Management is not involved in the hiring process for these openings, so if you are interested in any of the positions above, please respond directly to the contact within each opportunity.***

### Resources:

AllenJobTransition@yahoogroups.com  
CareerLink-Network@yahoogroups.com  
carrolltongroup@yahoogroups.com  
CC\_NorthDallas@yahoogroups.com  
CTW\_Dallas@yahoogroups.com  
dallasjobs@yahoogroups.com  
dallaswork@yahoogroups.com  
DFW\_CSCMP\_Job\_Postings@yahoogroups.com  
HRJobNet-subscribe@yahoogroups.com  
JobAlertTexas-subscribe@yahoogroups.com  
job\_seekers@yahoogroups.com  
jobseekersrevenge@yahoogroups.com  
jobsforyou@yahoogroups.com  
kimnetwork@yahoogroups.com  
lcngroup@yahoogroups.com  
MBAJobs@yahoogroups.com  
SouthlakeFocusGroup@yahoogroups.com  
texasemployment@yahoogroups.com  
TreyTech@yahoogroups.com  
www.upladder.com  
www.salesladder.com

MANAGING THE HUMAN SIDE OF CHANGE®

[www.right.com](http://www.right.com)

North Texas Region

Dallas • 14131 Midway Road • Suite 1100 • Addison, TX 75001 • Phone: 972-371-1100  
Fort Worth • 2501 Parkview • Suite 510 • Fort Worth, TX 76102 • Phone: 817-334-4000