

Business Leader Opportunity in Greater Los Angeles

Our client is the leading B2B online provider of information on industrial products and services in North America, bringing together buyers and suppliers on a national, regional, and local level. For buyers the site is a search engine that provides one source for finding the exact product, service, or supplier they need- at the exact time they need it. The site also gives buyers direct access to the detailed information they need to make a purchasing or specifying decision, including line-item product details, CAD drawings, and more. For suppliers, the site is a leading provider of Online Media and Advanced Online Content Offerings. They help suppliers grow their business online by driving qualified traffic to their Websites, and converting that traffic into customers through its customized technology solutions.

Our client has a unique opportunity for a top-tier sales management professional to manage and drive growth in our Greater Los Angeles territory.

This is a highly entrepreneurial role for an executive sales leader. You will receive a license to represent our client's web-based technology solutions (websites, searchable online catalogs, CAD Drawings, among others) to industrial and commercial companies in this area. Establishing a local office, you will develop, manage and lead a sales team as coach and mentor. Your team will introduce new, innovative and recurring revenue streams in addition to managing existing client relationships.

To be considered for this role, you must have a dual focus - sales management excellence and sales expertise for web-based products / services.

Specific requirements include:

- Eight to ten years sales management experience to include: recruiting, hiring, developing and motivating sales teams
- Proven experience in managing a revenue center
- A verifiable track record of growing sales revenues for a web-based product or service
- Mastery of MS Office and CRM applications, including Salesforce.com, with strong interest in leading edge business applications
- Industrial marketing experience is a plus
- College degree in Business, Marketing or related discipline

This is a once in a career opportunity to build your own business with the sustained support and solid reputation of an established leader behind you; start-up financing will be provided based on an agreed upon Business Plan.

Please contact Karen Takeda at, karen@ragerresources.com

*Karen Takeda
President, Talent Acquisition
Rager Resources Group, LLC
Specializing in accounting, finance & information technology
P.O.Box 12708
Newport Beach, CA 92658
T: 949.500.8970
F: 949.743.8985
karen@ragerresources.com*

Accounting Officer - Reconciliations

Our client, Qantas Airlines, is widely regarded as the world's leading long distance airline. The Qantas Group operates a fleet of 219 aircraft and employs approximately 37,000 across a network that spans 143 destinations in Australia, Asia and the Pacific, the Americas, Europe and Africa. They are a financially stable company with a reputation for excellence in safety, operational reliability, engineering and maintenance and customer service.

Qantas has an exciting opportunity available for an [Accounting Officer - Reconciliations](#) to join their Finance team in Los Angeles. The ideal candidate will have an affinity for numbers and a strong desire for detail orientation and accuracy. He or she will have been successful reconciling balance sheets and bank accounts. Qantas is looking for a talented Los Angeles based accounting professional with a track record of learning quickly in the face of change and solving issues with effective solutions while maintaining timeliness in delivering on commitments.

This is an excellent opportunity to work for a premium company. The Accounting Officer will work with experienced professionals in a casual, team-oriented environment.

If you know someone who might be interested in the [Accounting Officer - Reconciliations](#) position, please call, or ask them to call:

Thank you very much,
Jilene Rackemann
Senior Consultant
Wentworth Recruiting

479 West 6th Street
San Pedro, CA 90731
310-732-2360

JileneRackemann@wentco.com www.wentco.com

L.A. based client is seeking a **VP Operations** in the Supply Chain/Sourcing arena. Responsibilities will include Inventory Management, Procurement, Manufacturing, Asian QA, 3rd party Logistics, extensive purchasing (\$35MM). 30MM packages shipped annually. Oracle, SAP and MBA preferred. Top Notch Comp and Benefits.

Contact:

Anna Windland

anna@career-source-inc.com

Project Manager, Contract Position

Who We Are: The Academy of Interactive Arts & Sciences is a non-profit organization of over 20,000 members dedicated to serving the entertainment software industry. Want to know more about the Academy? Visit www.interactive.org or www.dicesummit.org or www.intothepixel.com.

Job Description: The Academy of Interactive Arts & Sciences is seeking a contract position Project Manager to work in our office located in Calabasas, CA for the period of August 2009 – March 2010. This position will work with the Academy's Director of Membership and Awards Production to manage all elements of the Indie Games Challenge and the Interactive Achievement Awards.

Job Requirements: This position requires a bright, independent individual who is self motivated, engaging, and energetic. Knowledge and interest in the video game industry is preferred. Please note that this is a small office environment, therefore we are looking for a self-starter who can thrive in an entrepreneurial atmosphere, possesses strong computer skills, and be an excellent communicator.

Position Responsibilities:

Indie Games Challenge:

- Day-to-day management of peer panels and judging process:
 - o Assist in the assembly of Academy judges and panels
 - o Work with panel leaders to ensure all Academy judges have necessary materials to judge submissions
 - o Maintain regular communication with panel leaders to ensure timelines are met
- Assist in organization of Indie Games Challenge event in Las Vegas during the annual D.I.C.E. Summit
 - o Work with Event Director and Director, Membership & Award Production to ensure that attendees and speakers are registered and needs are met.
 - o Aid in the planning of award ceremony and event to honor contest winners

Interactive Achievement Awards:

- Aid in the management of the Academy's Awards Submissions and Judging processes
 - o Help manage production assistants in the timely distribution of all submitted materials to Academy judges
 - o Maintain regular communication with Academy judges to ensure timelines are met, and submissions are reviewed
 - o Aid in the construction of secure voting website using hosted application
 - o Aid in the management of voting by at-large Academy members through secure website
- Work with Academy partners to ensure all ancillary materials are properly attained
 - o Secure video footage and releases used in the production of the Interactive Achievement Awards
 - o Work with production partners to create pipeline for the sharing of all relevant production materials
- Work with Event Director and Director, Membership & Award Production to ensure all members receive regular communications essential to D.I.C.E. attendance and attendance of the Interactive Achievement Awards

General & Administrative operations:

- Assist in the general upkeep on the AIAS offices.
- Handle inquiries via the AIAS general voice mail and email accounts.
- Manage AIAS intern staff on relevant projects.
- Maintain / update and report on the AIAS websites as requested.

Required Skills:

- Proven ability to manage multiple, detail-based projects
- Experience with web-based hosted applications
- Strong knowledge of MS Office Suite particularly Excel, and Photoshop/Adobe Creative Suite
- Exceptional Written and Oral Communication Skills
- Excellent Time Management
- Works Well Under Pressure and Changing Conditions
- Experience in small office management environment
- Bachelor's Degree preferred

ONLY RESUMES OR LETTERS WITH CURRENT SALARY AND SALARY REQUIREMENTS WILL BE CONSIDERED. NO PHONE CALLS PLEASE. CANDIDATES MUST CURRENTLY RESIDE IN THE LOS ANGELES AREA

Please send resumes to: terrence@interactive.org

Title: VP Engineering

Opportunity: Online entertainment leader (500+ employees, offices across the globe: Texas, Washington, UK - not MySpace)

Location: Santa Monica, CA

Job: Managing a team of over 15 leads/engineers in a fast paced technical environment (C#, ASP.net 3.5, SQL 2005). The company is getting set for a huge 2010 and in the last year they have hired over 15 engineers across their technology teams. They are an online media based company operating some of the highest trafficked, user generated sites on the web. These sites incorporate social networking, online gaming as well as video aggregation similar to YouTube.

Salary: Dependent on skill set, up to 150K

Other Benefits: included but not limited to - comprehensive medical, dental, 401K, stock options, performance bonuses and competitive vacation.

If you feel like you can tell her I referred you. Here is the contact info.

Misael Vazquez

Zion Partners LLC

t. 213-895-7111

f. 213-895-7110

www.zionpartners.com

mv@zionpartners.com



Position Description	
Position Title: Senior Case Manager	Date: 6/24/09
Salary Grade: TBD	Division/Department: Ventura TLC
Employment Classification: Hourly	Reporting Status: Clinical Director
Position Summary	
<p>The Senior Case Manager at the Transitional Living Center, identifies client case management needs and connects them to resources while working in collaboration with the staff team; acting as an advocate of the program to assist residents in becoming self-sufficient, attain permanent housing, and acquire a better quality of life upon completion of the program. The Senior Case Manager works with residents to make an in-depth assessment of their case management-related needs and assists in the development of a service plan. This position is responsible for providing case management services for residents at the Transitional Living Program. This person must have or be willing to develop a working knowledge of homeless issues, oppression, client advocacy, community resource, drug and alcohol issues, cultural sensitivity and human development. The work schedule will require flexibility with some evening and weekend hours. This is a full-time hourly position.</p>	
Essential Functions	
<ul style="list-style-type: none">• Screen, track, and coordinate referrals for the Transitional Living Program.• Place participants in transitional housing units and provide ongoing case management for each participant.• Develop case assessments and service plans with each resident in care.• Document all client and family information.• Coordinate/conduct outreach and program recruitment services.• Provide referrals to and coordinate services with adjunct services as required. This may include but not limited to providing program orientations, assisting with employment and training/placement, assisting with school enrollment/attendance, assisting with health care/mental health services, educating on available transportation services for residents,	

- budgeting assistance, childcare and other support services.
- Facilitate weekly group meetings to pass on critical skills and provide support for program participants.
- Prepare reports and maintain all resident case file documentation.
- Attend staff meetings and work collaboratively as a team to meet program goals and needs.
- Complete discharge summaries, implement after/care plan and provide follow-up services if needed once a resident is discharged.
- Completing program status reports to assist in tracking program statistics and other necessary information.

Working Conditions

Ability to walk, stand, bend, squat, climb, kneel and twist on an intermittent or sometimes continuous basis. Ability to grasp, push, pull objects such as files, file cabinet drawers, and reach overhead. Ability to operate computer, fax and telephone. Ability to lift up to 25 lbs.

Minimum Qualifications

1. CADAC or comparable required and a minimum of B.A. preferred;
2. Experience and/or demonstrated aptitude for successful performance of Transitional Living Center responsibilities.
3. Experience working with people in recovery, mentally ill and/or homeless individuals preferred.
4. Ability to plan and organize
5. Must be able to pass a complete and satisfactory background check.
6. Must possess valid CA driver's license.

Skills, Knowledge & Abilities

- Ability to develop a positive relationship with community partners.
- Respect confidentiality of each resident at all times (including at home, in public, in committee meetings and in consultations.
- Demonstrated ability to maintain strong professional and personal boundaries.
- Must demonstrate ability to work as part of a case management team.
- Must be able computer literate in MS Office and internet

This position description has been assigned to indicate the general nature and level of work performed by employees in this classification. It is not designated to contain or be interpreted as a comprehensive inventory of all responsibilities and qualifications required of employees assigned to this position.



Position Description

Position Title: Senior Admin Assistant	Date: 6/24/09
Salary Grade: TBD	Division/Department: Ventura Corps and Transitional Living Center
Employment Classification: hourly	Reporting Status: Director of Operations

Position Summary

This position is responsible for ensuring that all administrative functions of The Salvation Army in Ventura are processed in a timely and correct fashion.

Essential Functions

- Process all mail in accordance with policy.
- Handle all income according to policy.
- Code all invoices as directed by supervisor or accounting office
- Prepare correspondence for Corps Officers including thank you notes, official letters, and other items as requested.
- Prepare and enter monthly statistics into HIMS and NSS Enterprise system.

- Prepare monthly statistics reports for Director and Corps Officer.
- Represent The Salvation Army in a professional manner at outside meetings as requested.
- Maintain an atmosphere of compassion, respect and confidentiality within your relationship and interaction with clients, staff and public.
- Ensure the reception area is clean, attractive, and welcoming.
- Manage all local HR documents including secure files.
- Ensure that all staff reviews are completed on time with reminders sent to supervisors.
- Lead the coordination of annual prayer breakfast
- Assist with Advisory Board including taking of minutes, disseminating meeting reminders and other information.
- Assist with annual Christmas Kettle Campaign
- Must be able to problem solve and demonstrate exceptional analytical thought processes

Working Conditions

Must be able to sit for extended periods. Must be able to open filing cabinets and move around the office.

Minimum Qualifications	Skills, Knowledge & Abilities
7. High School Education or GED, AA degree College Preferred 8. Two years experience as an Administrative Aid, Office manager or similar role. 9. Understanding of homelessness or social services. 10. Proficient in MS word and excel 11. Must be able to organize time effectively. 12. Must be able to lift 25 lbs.	1. Ability to communicate effectively in both written and oral communication. 2. Must maintain organized files 3. Must have a basic understanding of laws and policies governing record keeping. 4. Must be able to work independently and be a self starter. 5. Must understand basic accounting codes and able to match expenses with proper codes



Services Coordinator-Job and Life Skills

30-40 Hours/week

Many Mansions is seeking an experienced person to fill the position of Services Coordinator-Job and Life Skills. This person provides career counseling and employment search strategies for residents of Many Mansions. Additionally they will work in our More than Housing office providing referrals to the public and completing client intake information for those interested in Many Mansions and its programs.

Many Mansions is a non-profit affordable housing developer in Ventura County whose mission is to provide well-managed affordable housing with on-site enriching services. Operating since 1979, Many Mansions' current housing inventory includes multi-family, special needs, SRO and transitional housing, in conjunction with strong resident and supportive service programs. Many Mansions presently owns, operates, and manages ten multifamily complexes in Ventura County for a total of over 400 units. For more information about Many Mansions see our website at www.manymansions.org.

Responsibilities, Qualifications & Skills

Bachelor's degree in a Social service field or Business is preferred. Prior experience required.

Salary & Benefits

The hourly wage is competitive and depends on experience. Benefits offered include vacation, medical insurance, dental insurance, and the ability to participate in the 403(b) plan.

Application Process

Interested candidates should send a cover letter, resume, and salary requirements to: jill@manymansions.org

SUMMARY:

Provides on-site classroom training and individual one-to-one education in life skills, resources and job readiness. Excellent communication skills are essential. Occasional weekends and evenings may be required.

ESSENTIAL FUNCTIONS AND RESPONSIBILITIES: Includes but is not limited to all of the following:

1. Develops and maintains client intake forms, assessment/evaluation tools and make proper referrals/recommendations;
2. Develops training curriculum, orientation modules, recruitment materials;
3. Assists client in job searches, application preparation and placement;
4. Administers and maintain attendance records, client files and all workshop information;
5. Delivers classroom and individual tutorials;
6. Identifies and coordinates outside speakers, and related activities to enhance and supplement training workshops;
7. Establishes and maintains collaborative relationships with external businesses, organizations and agencies as well as all other support staff;
8. Responsible for reporting requirements per Supportive Housing Program guidelines and or other grant needs for Services Division;
9. Maintains records of all client contacts;
10. Attends appropriate community informational and training meetings;
11. Travels between training sites and the main office as required;
12. Other duties as assigned.

SUPERVISORY RESPONSIBILITIES: None

QUALIFICATIONS: In order to perform the duties described above, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Education and/or experience: Bachelor's degree in Business or Social Services field preferred. Recent experience in employment and training programs required. Desirable to have knowledge of the social service programs and providers within Ventura County.

Language Skills: English proficiency is required. Fluency in Spanish is desirable. Must have ability to express self clearly and effectively in both oral and written form

Mathematical Skills: Ability to add, subtract, multiply and divide.

Reasoning Skills: Ability to resolve practical problems and deal with a variety of situations where only limited information exists. Ability to interpret data and/or instructions furnished in written, oral or diagram form.

Certificates, Licenses, Registrations: Proof of ability to work in the United States. Must have a valid California driver's license and proof of insurance.

Skills and Abilities: Must be computer literate with experience in Microsoft Office, Word, Excel and Outlook. Ability to navigate the Internet for research purposes.

Essential Physical Functions: The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individual with disabilities to perform the essential functions. While performing the duties of this job, the employee is regularly required to sit, talk, hear and use hands to finger, handle or feel objects, tools and/or controls. The employee is occasionally required to stand, walk and reach using feet, legs, back, arms and hands. The employee must occasionally lift and/or move up to 30-40 pounds. Specific vision abilities required by this job include close vision, distance vision, depth perception and the ability to adjust focus. Usually in seated position during work hours; may be in standing position for up to one hour per day. Must be able to drive an automobile (in order to travel to project site).

Work Environment: The work environment described here is representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Moderate to high stress and work pace: This position may be fast-paced and require the employee to perform multiple tasks and be self-motivated. Must be able to handle stress effectively in an environment that includes frequent interruptions and time constraints. Must be friendly and extroverted, comfortable in a position that requires acknowledging and assisting all individuals in the work place and in the public. Corporate culture is friendly and goal-oriented.

We are now using Twitter to first post new searches and updates on searches. You can follow us @MatchStar – or click <https://twitter.com/MatchStar>. Also, you can connect to my LinkedIn profile at <http://www.linkedin.com/pub/carolyne-connor/0/824/69>.

We are conducting an executive search for a **General Manager** to head the USA office in Los Angeles for an innovative, global e-commerce site. Company delivers high quality products at an affordable price through a re-defined retail model. Our client's principles lie in the belief that intermediaries and brand names add little value to products already produced at a high standard and therefore should not artificially inflate prices. Following great success in France they are expanding operations globally. Candidates must have held a management position within the last twelve months at an established e-commerce company such as Amazon.com, eBay, Zappos.com, Potterybarn.com, Macys.com, etc with responsibility for creating and executing a strategic partnership program resulting in significant customer acquisition. This is an excellent opportunity to get into a successful, fast-growing, e-commerce company and build their U.S. presence from scratch.

Please let me know if you know someone that would be a good match for this opportunity. Whenever you refer someone to us that we place, we will send you a check for \$1000 as a Referral Bonus. Please make sure the person you refer mentions your name so you can get credit for the referral. Or send me the person's contact info and we will contact the person directly. (Phone number and email address preferred.) We also have several other executive positions open with other clients, so please check out the list on our website: www.matchstar.com. Listed below my signature is additional information about this opportunity. Also, the complete job description is listed on our website, along with all of our other open positions.

TO APPLY FOR A POSITION, PLEASE CLICK HERE TO GO TO OUR WEBSITE:

http://www.matchstar.com/job_listings_open.html

**** CLICK ON THE POSITION: General Manager – eCommerce – Los Angeles

Thank you very much for your time.
Sincerely, Carolyne

Carolyne P. Connor, Founder & President

MATCHSTAR VENTURE SEARCH {!http://www.matchstar.com/}

1395 Piccard Drive, Suite #180

Rockville, MD 20850

415.520.4600 (direct)

415.276.1900 (fax)

connor@matchstar.com

Our ministry-business is growing and **Nordskog Publishing** is in need of a **staff person** to assist us, primarily in the office. If you know of anyone available, probably full time, but perhaps part time, who is close to Ventura, CA, and has the following skills and interest, kindly ask them to contact me (with their resume-bio) at this email address: Jerry@NordskogPublishing.com

NPI desires someone good with people (on the phone and with visitors), who has computer skills, lots of email work and charts and schedules (no editing experience necessary, but helpful), receiving and preparing orders for shipment, packing lists, invoicing, packing book orders, keeping sales and other records, and miscellaneous additional assignments as needed.

Kindly have anyone interested in the Christian book publishing business, contact me for further details, by sending me an email with their employment history and skills, talents, vocational-calling and interests. Thank you. Time is of the essence. Jerry

Gerald C. Nordskog, President

Nordskog Publishing, Inc.

4562 Westinghouse Street, Suite E

Ventura, CA 93003

Ph: 805-642-2070

Fax: 805-642-1862

VIZIO Inc, America's #1 HDTV and Consumer Electronics Company, has job opportunities in Irvine, Calif. Please consider the following opportunities or forward to a colleague, friend or relative.

VIZIO Job Opportunities:

- * **Program Manager**
- * **Program Manager, Software**
- * **Product Marketing Trainer**
- * **Product Marketing Specialist**
- * **Sr. Product Manager of Audio (must have audio experience and relationships)**
- * **Graphic Designer (prefer candidate from action sports industry)**
- * Go to our careers page to see additional opportunities

View Job Descriptions: <http://www.vizio.com/about.aspx?id=1322>

Apply at <http://int.vizio.com/live/careers>

Read more about VIZIO awards and <http://www.vizio.com/about.aspx?id=1316>. VIZIO is one of America's fastest growing private companies. Products are sold in major retailers and clubs, including Target, Walmart, Sam's Club, Costco, Sears.

I am currently conducting a search for a **District Sales Account Manager** for a leader in the production of microwave components. This individual will be brought on board to increase sales for the switch and ATE products. To be considered, one must have an ability to understand customer ATE and RF/Microwave test systems. BSEE or equivalent training (5-8 years of related experience). A background in test system switching and/or RF/Microwave integration is key. Large rolodex of potential customers in the Military/Aerospace/ Defense sectors. Ability to obtain a US Security Clearance is a necessity.

Compensation is open for the right candidate. The ability to work virtually anywhere in the US is a possibility for this role. If you, or anyone you know, has interest in this role, let's set up a time to communicate.

Sincerely,

Jason Parker

Executive Recruiter

Electronic Search, Inc.

jparker@electronics_earch.com

www.WirelessRecruit_ers.com

We've been busy connecting our clients with candidates and wanted to stay on top of your radar and keep you in the loop with our current openings:

Business Analyst, Beverly Hills, CA
Creative Director, Hollywood, CA
Digital Marketing Manager, Hollywood, CA
Director Media Management, Beverly Hills, CA
EVP Corporate Communications, Beverly Hills, CA
General Manager, Las Vegas, NV
Planning Analyst, Culver City, CA
Sous Chef, Boston, MA
Sr Financial Analyst, Beverly Hills, CA
Sr International Tax Accountant, Houston, TX
Sr LAMP Engineer, San Francisco, CA
SVP Digital Marketing, Beverly Hills, CA
VP Creative Director, Hollywood, CA
VP CRM, Beverly Hills, CA
VP Real Estate, Hollywood, CA
Web Developer, Hollywood, CA
Web Project Manager, Hollywood, CA

Feel free to share this in the event someone you know might be interested in any of these opportunities and if there's anything that we can do, please feel free to contact us at: info@thehireagency.com

Connect with us:

Jared Roupet

The Hire Agency

310.804.7220

About The Hire Agency

From start-ups to established brands, we know how to uncover the right candidates. We provide a focused approach to identifying, calibrating and delivering the right talent at every level, every time...fast.

Director of Business Development

Defense Instrumentation, So. CA

Contact: Lella Leigh, Boyle Ogata Bregman Executive Search, Phone: 949-679-2234 , lella@bobsearch.com (No fax) [View Recruiter Profile](#)

Drive growth into new customers and new markets for a leading defense instrumentation company. Our client is a well-established, successful and growing division of a major defense contractor. You will leverage state-of-the-art technical capabilities and make an impact on how the US military manages weapons, personnel security, and space

communications. This high potential role has an excellent growth path, including successorship to senior management. As Director of BD, supervising several other senior BD professionals, you will facilitate and manage the Business Development efforts associated with the identification, validation, qualification, pursuit, proposal generation and award of business opportunities.

Your objectives will include:

- **Market Research:** Define specific customers and programs; complete SWOT analysis.
- **Business Development Plan:** Create a 5 year strategic business development plan, and an 18 month tactical implementation plan with specific targeted opportunities.
- **New Business Pursuit:** Directly pursue new opportunities, and manage the pursuit process, including leading formation of proposal teams or direct capture effort.
- **Business Capture:** Secure at least one major contract per year. Keep sufficient viable prospects in the pipeline at all times to ensure success.
- **Implementation of New Business:** Transition new business from proposal to program. Help Program Manager establish relationship with customer.
- **Reporting:** Prepare regular monthly reports on major campaign reviews; gate approval packages and forecasts on entire booking package.

BACKGROUND AND EXPERIENCE:

Education: BS or BA degree (technical discipline is a plus) with an MBA or MS desired.

Experience, knowledge and skills:

- 15+ years relationship based business development experience with sales to US and international prime contractors as well as the military DoD customer base associated with instrumentation based products and services.
- Ideally, candidate will have been involved in products and services related to tracking and monitoring equipment (navigation receivers and processors, inertial measurement units, recording systems, communications systems, radar and telemetry systems) and related systems services to the military.
- Military service experience is a plus.
- Previous experience with military systems acquisition is a plus, either as a contractor or as a member of a branch of the service with added emphasis on the Navy/Marine, MDA and the Air Force.
- Candidates selected will be subject to a government security investigation and must meet eligibility requirements for access to classified information

If you are outgoing, well organized, and possess excellent communication and presentation skills, we want to hear from you. Excellent compensation and benefits available.

Refer to ExecuNet Job Number 267067 in response.

VP business development – CCTV - Job 354

Company: www.work22.com

Please send resume to: Gary@work22.com
and then call Gary 323-456-0418- M-F 9-5 PST
US citizenship or greencard is required.

Date Posted: August 17, 2009

Location: Pasadena, California (near Los Angeles)

Los Angeles County

Salary: \$100-150K with benefits

Relocation expenses are offered.

PRIMARY RESPONSIBILITIES

Must have CCTV security experience

- * Include developing and executing business partnerships strategies
- * All facets of strategic business development, identifying new market opportunities for partnerships and EMs, identifying partners, initiating conversations, enumerating requirements, negotiating terms, and closing deals.
- * Focus on the development of national/international accounts with annual purchases of +1000 units.
- * Coordinate efforts with National/Regional Sales Manager
- * Coordinate a smooth handoff of account primary responsibility to the direct salesperson. Handoff should typically occur within 30 days of receiving the first purchase order.
- * Identify, develop, qualify and close worldwide.
- * Creation and execution of detailed sales plan to achieve revenue objectives.
- * Maintain monthly forecast and sales pipeline.

- * Develop and maintain close working relationships with appropriate internal and external resources and partners.
- * Participate in account planning and strategy activity
- * Understand and appropriately leverage sales and support resources
- * Articulate appropriately at all customers levels the Megapixel product roadmap for products features and benefits.
- * Work to increase awareness and interest in the company's solutions
- * Maintain high level of knowledge on our products, roadmaps, competition, pricing, market share, and key product differentiation.

ATTRIBUTES:

- * Strong organizational skills
- * Works on problems/projects of diverse complexity and scope
- * Exercises significant independent judgment to achieve objectives
- * Ability to stay focused on goals and objectives
- * Deep technical and ROI/TCO knowledge of product offerings
- * Willingness to travel 25% - 50%
- * Ability to operate and make decisions in complex environment
- * Ability to operate with minimal tactical direction
- * Self-motivated, competitive and goal oriented
- * High energy drive to close business and exceed assigned sales goals
- * Strong presentation, sales, negotiation and influencing skills
- * Organized and has track record of working effectively on a team
- * Effective at qualifying sales opportunities and time management

PREFERRED BACKGROUND

- * Must have CCTV security experience
- * Must have experience closing deals with Multinational corporations, VARs, and systems integrators
- * 10+ years of business development experience
- * A clear proven understanding of OEM agreements, development partnerships, and co-selling relationships
- * Demonstrated ability to lead effectively in a small and collaborative environment to deliver against ambitious targets
- * Results-orientation and strong decision making skills with the ability to prioritize multiple objectives and meet aggressive deadlines

- * Strong analytical skill
- * influential communication and negotiation skills
- * a high degree of comfort managing and prioritizing multiple projects
- * MBA strongly desired
- * Good written and verbal communications skills
- * strong negotiation and interpersonal skills
- * ability to work through customer objections to IP security solutions
- * solid track record of over quota achievement in technology sales
- * Vertical industry knowledge
- * Relocation expenses are offered.

US citizenship or greencard is required.

Contact: Gary 323-456-0418 between 9-5 PST

Job Title: Accounting Manager with REIT Experience

Posted Date: 08-12-2009

Salary Range: \$80,000 - \$92,000 + 10% Bonus

Location/City: West LA

Job Description:

An international conglomerate REIT is seeking to grow their specialized Accounting Department. They are looking to hire a Strong Accounting Manager. The position requires commercial real estate experience from either public accounting or industry and strong financial reporting skills. BS in Accounting required and CPA is preferred. Experience with REIT. Significant experience consolidating financial statements. JD Edwards, SAP, Oracle, GreatPlains is a plus. Strong supervisory skills. To be considered for the above position please email your most updated resume to smita@mjassoccs.com

Job Title: Senior Financial Analyst

Posted Date: 08-05-2009

Salary Range: \$90,000 - \$100,000

Location/City: South Bay

Job Description:

Our client is a Public Company in the South Bay; seeking to fill Senior Financial Analyst Role. Must have Big 4 experience. Must have a solid understanding of manufacturing or semi conductors. This is a blended role of accounting and analyst Salary 90-95K + 10% Bonus Excellent work/life balance Job Description: This position is a key member of the Corporate FP&A team, supporting the corporate budgeting, reporting, analysis and special projects in the FP&A organization. Ultimately, this group supports the measurement and improvement of financial progress and performance of the corporation. Duties include: a) Analyzing performance and working closely with various levels of senior management on budgets and performance management b) Preparing reports and analysis on critical measures such as capital expenditures and operating expense trends c) Completing the semi- annual Business Planning Process d) Support monthly forecasting activities for the company Please send resumes to Smita Ray at <mailto:smita@mjassoccs.com>

Job Title: Audit Manager

Posted Date: 07-17-2009

Salary Range: \$95,000-\$120,000 + Bonus

Location/City: Los Angeles

Job Description:

We are currently working with a leading regional accounting services firm headquartered in Los Angeles with offices in Orange County, Woodland Hills, the Inland Empire, San Diego and Silicon Valley to recruit an AUDIT MANAGER designate to join their busy Los Angeles office. Our client has been serving California since 1959, has established a reputation for excellence as ethical professionals with unparalleled expertise in the accounting and management consulting industry. For immediate consideration please contact Smita Ray at smita@mjassoccs.com or 818-237-6232 818-237-6232

Job Title: Tax Manager

Posted Date: 07-17-2009

Salary Range: \$95,000-\$120,000 + Bonus

Location/City: Los Angeles

Job Description:

We are currently working with a leading regional accounting services firm headquartered in Los Angeles with offices in Orange County, Woodland Hills, the Inland Empire, San Diego and Silicon Valley to recruit a TAX MANAGER designate to join their busy Los Angeles office. Our client has been serving California since 1959, has established a reputation for excellence as ethical professionals with unparalleled expertise in the accounting and management consulting industry. For immediate consideration please contact Michele Burns at michele@mjassoccs.com or 617-513-9279 617-513-9279

Job Title: Audit Manager

Posted Date: 07-17-2009

Salary Range: \$85,000-\$110,000 + Bonus

Location/City: Orange County

Job Description:

We are currently working with a leading regional accounting services firm headquartered in Los Angeles with offices in Orange County, Woodland Hills, the Inland Empire, San Diego and Silicon Valley to recruit an Audit Manager designate to join their busy Orange County office. Our client has been serving California since 1959, has established a reputation for excellence as ethical professionals with unparalleled expertise in the accounting and management consulting industry. For immediate consideration please contact Smita Ray at smita@mjassoccs.com or 818-237-6232 818-237-6232

Marketing Director- Freelance - Consumer Products

Location: San Fernando Valley

Status: Freelance

Estimated Duration: 6 months, possibly more

Starts: Week of August 17

Rate: 40 HR (DOE)

Contact: LA25@jobalert.creativecircle.com

Job Description:

Marketing/Communications agency seeking an experienced Marketing Director

Scope of Project

You'll be responsible for developing a campaign, implementing it and seeing it through completion for a new product launch in the consumer electronics field. This will mainly be in the online space, with some retail aspects (POP).

Experience

At least 10 years of experience producing marketing plans (online and retail), specifically having experience with consumer products. You should be tech savvy.

Helpful Hint:

Please highlight your experience where you built out an entire marketing plan for consumer goods, clearly showcasing your definable results. This is what the client wants to see!

If you feel you are qualified for this position please send your resume and samples to:

LA25@jobalert.creativecircle.com. Please specify "Freelance Marketing Director (Consumer Products) in the SFV" in the subject line of your note.

Creative Circle

View additional job opportunities at www.creativecircle.com

Medical/Technology Sales Rep.

Specific Location: L.A. County (San Gabriel Valley and Long Beach Areas)

Ventura County (San Luis Obispo Area)

Compensation: commission – income potential based on your sales expertise and demonstration skills

About the Company:

EyeTech Low Vision has been providing innovative and effective technology solutions for people who are visually impaired due to macular degeneration, glaucoma, diabetic retinopathy, or other eye conditions. With 18 years of expertise and care, we are a premier distributor of vision technology helping people retain their independence with Low Vision Reading Systems.

Since the majority of those who are vision-impaired are seniors age 82-88, the ideal candidate for this position will be someone who truly cares about the well-being of others – especially the elderly. When they have difficulty reading the newspaper, mail, bank statements, magazine articles, medication bottles, etc, YOU can play a vital role in assisting them by providing the ability to live a more independent and fulfilling life.

Job Description:

This position is perfect for the seasoned, successful sales professional, who can interact well with seniors and professionals such as doctors, managers, and executives. You know and want the benefit of earning a good income based on your sales expertise and excellent product demonstration skills, and you have an ability to consistently develop and track sales leads in an organized, effective manner. If you are looking for a gratifying position that helps the elderly to remain independent, forward your cover letter and resume to the email address listed below.

Education/Experience:

- 10 + years sales experience with proven track record of achievement and growth
- Medical or technology sales background preferred but not necessary
- Some college experience is ideal but proven field experience is just as important
- Proficient with MS Office Suite and marketing techniques
- Compassion to truly enjoy helping people, especially seniors

Requirements:

- Must possess strong, effective product demonstration skills
 - Demonstrate a history of developing and tracking sales leads in an organized, effective manner
 - Must have a valid CA drivers license
 - Must have a proven track record selling high-ticket devices
 - Integrity and patience are essential
-

VICE PRESIDENT OF FINANCE/SENIOR CONTROLLER

WildBrain, through their Wildbrain Entertainment division (“WBE”), is an award-winning media company that develops and produces unique and compelling content across multiple media platforms. WildBrain also creates and distributes collectible merchandise through its subsidiary Kidrobot, a premier creator and retailer of limited edition toys, clothing, mini-figures, artwork and books.

WBE is seeking a full time VP of Finance/Senior Controller to work as a key member of the team. An individual with strong analytical and problem solving skills, excellent communication and organizational skills, proficiency with software (especially Excel), attention to detail, and a passion to work in a team oriented, fast paced environment. Reporting to the CEO, this position requires a minimum of 12 years of increasingly senior financial management responsibility and experience.

RESPONSIBILITIES INCLUDE

- Be responsible for the management, direction, and operation of all accounting related activities including general ledger, consolidating all entities, payroll, accounts receivable, accounts payable, inventory, insurance, and internal controls.
- Strong background in preparation of timely financial reports including forecasts, budget analysis and cash flow planning. Budget preparation and maintenance experience is a must.
- Direct and coordinate company financial planning and budget management functions. Confers with CEO and other administrative personnel to review achievements and discuss required changes in goals or objectives resulting from current status and conditions. Recommend benchmarks for measuring the financial and operating performance of the organization and departments.
- Monitor and analyze monthly operating results against budget. Establish and implement short and long range departmental goals, objectives, policies, and operating procedures. Reviews analyses of activities, costs, operations, and forecast data to determine department or division progress toward stated goals and objectives. Participates in strategic objectives, formulating and administering company policies and procedures, as well as developing long range goals and objectives.

- Directing all finance, accounting and treasury functions including cash forecasting, cash management, operational budgeting, month-end closing, board reporting, and ensure accuracy in accounting/financial reporting.
- Ensure compliance with corporate policies and generally accepted accounting principles.
- Recommending/implementing improvements to ensure the integrity of the company's financial information and systems. Experience in building procedures, controls and infrastructure to support a growing business.
- Experience in working with investors, board members and others. Experience leading IT and HR functions, and strong operations experience is preferred. Responsible for risk management for the organization.
- Spearheads the continual development of policies and procedures that should be implemented to leverage economies of scale and to implement efficient, effective, and scalable cost structures.
- Maintain the integrity of the financial records.
- Facilitate and manage the month-end closing process to ensure accuracy and timeliness.
- Prepare and review monthly financial statements and monthly board reporting package; Responsible for the preparation of the monthly MD&A and financial reports for Executive Team, board of directors, shareholders and lenders.
- Oversee the preparation of income tax return and organize supporting schedules for tax returns.
- Extensive knowledge and proven experience with US GAAP is required.
- Directly manage the external audit, including ensuring accurate and complete client-assistance, preparing financial statements and supporting schedules and be the first level of contact for the auditors.
- Assist the CEO to develop and implement short- and long-range company and departmental goals, objectives, policies, and operating procedures
- Recruit, train, supervise, and evaluate department staff.
- Other duties/projects as assigned.

EXPERIENCE/TRAINING REQUIRED

- Bachelor's degree in Accounting.
- Minimum 12 years of accounting experience with at least 5 in a relevant role.
- CPA or MBA preferred but not mandatory.
- International experience is a plus.
- Experience within the entertainment, retail and/or apparel manufacturing industry is preferred; Must be familiar with the retail and wholesale channels of distribution.
- Proficiency with accounting software packages is a must.
- High proficiency in Excel and financial modeling.
- Strong planning, analytical, organizational and communication skills.
- Must be proactive, positive, motivated, resilient and exude energy.
- Very team focused, competitive and have a high sense of urgency.
- Innovative/creative thinking to develop/improve organizational structure/process.
- Broad ranging financial services experience with the insight and ability to apply it within a rapidly changing environment.
- Proven leadership skills and management experience; ideally in a rapidly changing and driven business environment.
- Demonstrated initiative - ability to think, work, and make independent decisions based on sound judgment.
- Ability to work effectively under pressure and balance multiple priorities and assignments to meet deadlines.
- Must be comfortable working in a fast paced environment where continuous improvement is expected.
- Must be able to consistently achieve high work standards; attention to detail, accuracy and timeliness a must.
- Must relish personal responsibility and accountability; must thrive on direct exposure to senior leadership without needing to be filtered by his/her direct supervision.

COMPENSATION

- Competitive compensation package that will be commensurate with qualifications and experience levels.

CONTACT

Interested candidates should send your current resume and salary history to tim@steelpointcp.com.

Position: Senior Business Analyst

Ares Management LLC ("Ares") is an independent Los Angeles based investment management firm with approximately \$28 billion of committed capital under management. Founded in 1997 by a group of highly experienced investment professionals, Ares specializes in managing assets in both the private equity and leveraged finance markets.

The Ares investment strategy has withstood the test of time, succeeding through changing economic conditions and financial market cycles. As Ares continues to grow, our objective will remain constant: to create long-term value for our investors, management teams and other partners through integrity, discipline, creativity and teamwork.

Position Responsibilities:

- Act as the primary expert in CDO Suite v6 within IT
- Understand deals modeled as well as snapshot generation
- Troubleshoot load and data issues within CDO Suite
- Act as business analyst for projects within the following systems: Advent Geneva, Wall Street Office, Eagle Pace
- Work closely with technology and business user staff to complete workflow improvement and research projects
- Document functional specifications for systems and workflow changes
- Execute testing of all internal and external systems upgrades or enhancements
- Be aware of industry initiatives and upcoming standards and apply them to the Ares organization.
- Lead small projects to completion within budget and time schedule
- Create test plans and scripts and facilitate the SDLC process

General Skills:

- Excellent written and verbal communication skills
- Strong organization and time management skills
- Demonstrated leadership capabilities
- Team-oriented work ethic that includes willingness to help others
- Able to work independently and share results of assigned projects with team members
- Ability to multi-task and work in a fast-paced environment

Experience and Skills Required:

- BS or BA in Finance or Computer Science
- Minimum five years of investment management technology experience
- Strong bank debt experience, particularly CLO's, CDO's as well as credit derivatives
- Hedge fund or private equity experience is a plus

Computer Skills:

- CDO suite Version 6 experience required, Wall Street Office and AdventGeneva experience is a plus
- Working knowledge of SQL Server required
- Basic knowledge of Bloomberg

CDO Suite Technical BA

- -What version of CDO Suite have you worked with? Must be v6.0 or higher
- -How do you generate snapshots
- -What is the difference between Principal and Interest balances in a CLO
- -What kinds of portfolio tests have you worked on?
- -What systems have you interfaced with?

Kevin Peters

Sr. Account Executive

Surrex Solutions Corporation

310.640.3056 direct

310.266.2797 cell

866.309.9744 fax

www.surrex.com

www.surrex-ps.com

Mechanical Engineers/Injection Molders

Position summary: Opportunity for a Senior Design Engineer to join the preeminent venture funded start-up company commercializing next-generation reverse osmosis membranes that leverage the benefits of nanotechnology. This position will be part of the Engineering Team and report to the VP Engineering.

Responsibilities: Responsibilities will include, but not be limited to the following:

- Performing engineering calculations with respect to strength of materials, temperature, pressure, force, as related to product design
- Managing design from concept to production
- Producing required engineering deliverables for the product design including working drawings, prototypes, detailed drawings and bills of materials for sub-assemblies or products using SolidWorks
- Formalizing and updating drawing documentation
- Participating in regular meetings to capture changes for implementation in the design standards
- Organizing documentation, including quotes, drawing registers, correspondence, requisitions, drawings, and schedules on assigned projects
- Providing mentorship as well as expertise and direction on design and CAD to a team of dynamic engineers
- Other duties as required

Qualifications: The ideal candidate will hold a degree in mechanical engineering with five to ten years of design engineering experience preferably with injection molded, steel fabricated components. Full proficiency in the use of the SolidWorks CAD platform is required and FEA is a valuable asset. The successful candidate is self-motivated, quick to deliver and a team player. Incumbent must be able to demonstrate a results driven attitude, effective problem solving skills and have above average communication skills. Experience with reverse osmosis and/or any water filtration polymeric membrane fabrication is required. Demonstrated experience with element fabrication is an asset.

My client leverages the benefits of nanotechnology to create advanced membrane materials for the desalination and water reuse industries. With freshwater scarcity an increasingly worldwide issue, desalination is a vital treatment method to provide freshwater for industrial users and a growing world population from fresh, brackish and seawater sources. Despite recent advances, desalination remains an expensive source of freshwater because it is energy intensive. My client's next generation energy-efficient and fouling resistant membranes dramatically improve the baseline economics of desalination and water reuse.

If you are interested or have referrals, please let me know. You are welcome to forward this email as widely as you like.

****If you have already applied to this position through another recruiter or ad-posting, you do not need to resubmit a resume. Please do not. If you feel that you must, please explain with details.****

Contact: Nicholas Meyler
GM/President, Technology
Wingate Dunross, Inc.
ph (818)597-3200 ext. 211
nickm@wdsearch.com

HR Generalist/Manager

For your response to be considered you must include your resume and most recent compensation. This is a mid level position.

Responsibilities:

- Developing, evaluating, and implementing company-wide training and development programs (ranging from construction crew safety and skills-based training, to professional leadership development programs).
- Provide information to employees regarding benefits and general H/R topics • Manage the administrative side of HR including: Payroll & Benefits Administration, Workers Comp, and OSHA Requirements.
- Facilitate Employee Hiring and Termination Processes • Working with department managers to create effective Job Descriptions • Writing and Placing Recruitment Ads • Screening all resumes • Completing initial telephone interviews with qualifying candidates • Arranging telephone and in-person interviews • Administrating profiling instruments, background checks, drug screening, and the creation of all offer letters.

Minimum Required Qualifications:

- 5 years minimum direct work experience as an HR Generalist / Manager (in a company with at least 75 FTE employees).
- 3 years minimum HR experience in the construction trades.
- Years experience with payroll & benefits administration, workers comp, and OSHA requirements and training.

Please send resume and most recent salary history to Brad Janik at bjanik2002@yahoo.com

Project Lead

We are implementing Agile in our engineering department and have an opening for a Project Lead.

Summary Description:

Teradata is looking for a highly skilled Agile Project Manager. As a Project Manager you will be responsible for leading projects that build and maintain our next generation internal applications. This highly visible job requires significant interaction with product owners and management.

Key Areas of Responsibility:

- Manage all aspects of planning, sprint execution and product delivery using Scrum methodology
- Solicits and captures requirements from all stakeholders in support of their negotiated business needs
- Critical to planning and overseeing our software development activities, leading teams against competing deliverables, and actively identify production issues/bringing them to quick resolution
- Mitigates project risk when issues arise
- Manages multiple projects through the entire SDLC including but not limited to cost, time and scope

- Creates clear and attainable project objectives and is accountable for accomplishing them
- Works with the engineering manager to ensure the appropriately skilled resources are provided in a timely fashion

Work Environment:

This position is located in Rancho Bernardo (San Diego), CA. This fast-paced, high tech environment is perfect for individuals seeking to exercise innovation and out of the box thinking to move our state of the art technology to the next level. The internal applications development group works in a dynamic environment that embraces Scrum and project transparency throughout a project life cycle.

Skills & Attributes:

- Ability to work effectively in a team environment
- Superb oral/written communication skills

Basic Qualifications:

- US Permanent Residence
- Bachelor's degree in Computer Science or Computer Engineering or equivalent is required
- Must have experience working in a fast-paced agile environment
- Proficiency with RDBMS and schema design
- Proficiency with Java Multi-tier Web application frameworks
- Certified Scrum Master (CSM)

Preferred Qualifications:

- Master's Degree in Computer Science
- Have experience working as a project manager in a fast-paced agile environment

*Our total compensation approach includes a competitive base salary, 401(k), strong work/family programs, and medical, dental and disability coverage. Teradata is an Equal Opportunity/ Affirmative Action Employer.

Contact:

Barry Silvester
barry.silvester@teradata.com
Agile Project Manager
Quality Analyst
San Diego, CA
Req # 130225