**Alumni, MBA, & Experienced Candidate**  
**Career Opportunities**

If interested in opportunities listed, please apply as directed below:

If questions, or for more information, contact:

Ray Palmer  
Assistant Dean & Director  
Business Placement & Career Center  
860-486-5136  
Ray.Palmer@business.uconn.edu

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Date Posted 8/10/06

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| **WE SEEK A FULL-TIME ASSOCIATE IN THE FOLLOWING DISCIPLINE:** (Please highlight) |
| MANUFACTURING | COMMERCIAL / R&D |

| **COMPANY:** DTG | **CONTACT / SPONSOR:** Ray Smith |
| LOCATION: Simsbury, CT |

Shift your career into high gear at one of the fastest growing and best managed Fortune 500 companies. At Danaher Tool Group, superior people, superior processes and superior planning provide superior value to our customers and great development opportunities for our associates.

Recognized as one of *Fortune* Magazine’s Most Admired Companies, The Danaher Corporation is an $8 billion publicly-traded company (NYSE: DHR) that designs, manufactures, and markets industrial and consumer products. The company focuses on the advantages of strong brand names, proprietary technology, and leading market positions.

The Company has grown faster than our competitors and we plan to keep exceeding industry growth rates through share gains, aggressive new product development, international expansion, and acquisitions.

Danaher obtains competitive advantage through excellence across multiple disciplines including; general management, manufacturing, marketing, finance, human resources and business development. Their significant investment in leadership identification and development is preplanned, long term, and approved and funded at the Executive Board level. In summary, Danaher seeks senior executives who are leaders, strategic, creative, highly
Danaher associates, located in 30 countries around the world, are active participants in the powerful management process called the Danaher Business System (DBS). This cohesive and pervasive philosophy begins with outstanding people and superior market-driven and customer-driven plans. The Danaher Business System provides the tools and methodology to continuously advance quality, delivery, customer service, and reduce cost.

The Danaher Tool Group manufactures and markets mechanical hand tools of such brand names of Sears Craftsman, Kobalt, and GearWrench products. The group employs approximately 2,500 associates at locations in North America, Europe and Asia.

**DESCRIPTION OF POSITION:**

Danaher currently has an entry-level marketing position focusing on assisting with our growth initiatives. The position will support Channel Marketing Managers and other senior leaders with developing marketing plans and materials and conducting VOC (Voice of the Customer) data. This position will specifically be responsible for collecting and compiling research data, analyzing the information and preparing presentations in written and visual formats (MS Word, Excel and PowerPoint).

Qualified candidates should fax a resume & cover letter to 860-843-7398, mail to 125 Powder Forest Dr., Simsbury, CT, 06070 Attn: Human Resources, or e-mail to john.syc@danahertool.com. EOE.

**REQUIRED SKILLS / EXPERIENCE:**

- Bachelor's degree in Marketing
- Exceptional written and verbal communication skills
- Basic Business Acumen
- Research skills
- Microsoft office proficiency – Word, Excel and PowerPoint
- Previous experience in consumer marketing preferred.
- Ability to work independently and self-directed
This is an entry level position within the Accounting Department and reports directly to the Manager, Financial Compliance and Controls. The main focus of this position will be performing all monthly cash and investment account reconciliations. This position will also assist with our overall Section 404 compliance efforts.

II. Essential Functions:

• Assists in the timely and accurate preparation of monthly bank reconciliations
• Conducts research on outstanding items as necessary
• Tracks outstanding items and proposed necessary entries for corrections
• Maintains the journal entry log and all supporting documentation
• Assists with our overall Section 404 compliance efforts
• Completes special requests and projects as necessary

III. Minimum Qualifications

• Bachelor’s Degree in Accounting required
• Minimum 1 year experience required
• Regular attendance is required
• Must be an appropriate organizational fit for the JetBlue culture, that is, exhibit the JetBlue values of Safety, Caring, Integrity, Fun and Passion
• Must be well groomed and maintain a professional appearance
• Must pass a ten (10) year background check (may include credit check) and pre-employment drug test
• Must be legally eligible to work in the country in which the position is located
• When working or traveling on JetBlue flights, and if time permits, all capable Crewmembers are asked to assist with light cleaning of the aircraft

IV. Knowledge, Skills, and Abilities:

• Demonstrate knowledge of Microsoft Products (Excel, Word)
• Exhibit excellent communication and analytical skills
• Ability to prioritize, multi-task, and meet deadlines
• Must be a team player

V. Working Conditions:

Equipment:

• Computer and other office equipment

Work Environment:

• Regular office environment

Physical Effort:

• Generally not required, or up to 10 pounds occasionally, 0 pounds frequently. (Sedentary)
If interested, email resume and cover letter as WORD attachments to:

Glenn.Cusano@jetblue.com

Date Posted 8/8/06

Matria Healthcare

Director, Client Management (healthCare)

Opportunity:
Become part of dynamic company that is redefining health promotion in corporate, healthcare, and consumer markets. Matria delivers personalized solutions that help individuals live healthier lives. The position reports to the Vice President of Client Management and supports the company’s overall sales and client management efforts.

Job Summary:
The primary roles and responsibilities of this position include strategic client management and providing team leadership. The successful candidate is expected to bring industry-specific expertise and general business acumen to bear in addressing client needs and requirements. He or she will help drive and shape up-sell opportunities with new and existing clients. He or she will work closely with the product development and other internal teams to ensure the success of client-centric initiatives. The successful candidate will be confident in working across functional areas and will develop a strong understanding of Matria’s product and overall capabilities, including sales & marketing, product development, and technology. This individual will be responsible for clarifying and enforcing accountability among all project leaders, regardless of department or function, to the ultimate success of Matria’s clients. The successful candidate will have exceptional implementation-management, problem-solving, and interpersonal communication skills.

Key Responsibilities/Duties:

- Manage overall client relationship from notification thorough post-launch phases, acting as client advocate but understanding and supporting core product and internal team capabilities.
- Manage client expectations and communications, while negotiating and escalating issues, as necessary, to drive win-win for Matria and its clients.
- Manage Client Services staff to ensure client deliverables are being met and expectations exceeded
- Secure and schedule appropriate internal resources for client projects.
- Develop standardized account-management procedures for clients and internal teams.
- Actively identify and pursue client up-sell opportunities.
• Act as industry thought leader, sharing new market developments and best practices for clients and internal team.

Requirements:
• Seven-plus year’s experience managing client relationships, preferably in the healthcare industry
• Proven ability to achieve goals in a fast-paced, high-performance environment.
• Demonstrated ability to lead cross-functional teams.
• Track record of identifying and driving up-sell initiatives with existing clients.
• Experience managing multiple clients and projects simultaneously.
• Experience in and understanding of healthcare markets.
• Strong oral and written communication and interpersonal skills,

The position could be based out of a local Matria office in the Northeast or Southeast and the base pay ranges from $85-95K, plus 20% bonus.

If interested, email resume and cover letter to:

Dennis J. Salinas  
VioSearch, Inc.  
201.995.1988  
dsalinas@viosearch.com

Date Posted 7/12/06

Eastern Connecticut State University, Willimantic, CT

University Assistant-Office of Career Services

Provide individual and group counseling to students and alumni. Work with employers for continued and new job development. Assist students with job, internship and co-op job search strategies. Design and conduct career related workshops. Coordinate departmental projects (career fairs, on-campus recruiting, etc.)

Master’s degree preferred, Bachelor’s degree required. Experience in career services, higher education or human resources required. Computer skills needed. 19 hours per week, no benefits. Send resume, cover letter and three current letters of reference to Lana Pontbriant, Office of Career Services, Eastern Connecticut State University, 83 Windham Street, Willimantic, CT 06226.

Date Posted 7/5/06

ACME-MONACO CORPORATION

DIRECTOR, SALES AND MARKETING
EASTERN UNITED STATES
**Reports To:**
Executive Vice President Sales & Marketing

**Function:**

**Duties:**

1. To collaborate with the Executive Vice President Sales & Marketing for the development of sales and marketing at the onset of the fiscal year. This report should be available by mid-July.

2. Establish sales objectives for the territory to include any agents and/or distributors in the region.

3. To develop and document a sales strategy for the region which shall be utilized to achieve the fiscal year sales objectives.

4. Assist in sales and promotional programs.

5. To become familiar with all phases of the company’s manufacturing expertise, paying particular attention to new products and techniques.

6. To handle directly all accounts in the region to include regular visitations.

7. To see that quotations are followed up on a timely basis.

8. Assist the Customer Service Department in expediting of orders in your region and to remain cognizant of individual accounts.

9. To provide written responses on all quotations in excess of $1,000.00 within 60 days of quote.

10. To entertain visitors and customers as required.

11. To provide written call reports to the Executive Vice President Sales & Marketing for out of plant visits by Tuesday of the week following the call.

12. To maintain a telephone log of calls in-house weekly and distribute by Monday of the following week.

13. To provide a wrap up report to detail any important issues that develop during the week. This should be available the Monday of the following week.

14. To develop new accounts in the region.

15. To collaborate with Engineering to get new projects in the region through the quoting process more effectively.

17. To determine what trade shows to attend and then organize and work the show. Written report to follow all shows.

18. You can hire agents and distributors to work as contractors and sales people to strengthen sales in a particular region. Said contractors will sign a formal contract as provided by the Executive Vice President Sales & Marketing.

19. To follow all Acme-Monaco Corporation safety rules and report any unsafe conditions or equipment to the Executive Vice President Sales & Marketing.

20. To remember that as part of Management, there are no set hours.

21. To represent Acme-Monaco Corporation in keeping with the credo of Company policy.

22. To process all paperwork, including correspondence, on a timely basis.

23. To collaborate with Engineering for development of new products.

24. To serve as the customer’s representative with the responsibility and authority to ensure that all customer requirements are addressed, such as quality objectives, specified customer requirements and product/process development.

25. Perform other tasks as may be assigned by the Executive Vice President Sales & Marketing.

Please send your resume to:

Judi Spreda
Director, Human Resources
jspreda@acmemonaco.com

Date Posted 6/29/06

Insurix

Inside Sales Consultant

Insurix is a developer, marketer, and ASP of vertically focused sales force automation solutions for health insurance carriers in the US.

Position entails interfacing via telephone with high-level clientele and various audiences across the healthcare organization (sales and marketing, IT, underwriting, eBusiness, product development).

This is an excellent opportunity for an ambitious inside salesperson with 2-5 years work experience who can communicate over the phone an understanding of how technology solves the prospect’s business problems. Position best suited for someone with a high aptitude for learning in a fast paced evolving environment, where self improvement and remaining current on products, competition and processes are vital to success. There is ample opportunity for career advancement at a company with a challenging growth environment and evolving strategic and tactical plans.
Desired Skills

• Excellent telephone skills
• Quickly learn and demonstrate a comprehensive understanding of new software products, and subsequently be able to tailor solutions for clients.
• Organized and have the ability to manage an outbound call schedule Demonstrated Excellent persuasion skills, appropriately aggressive, intuitive, and diplomatically professional.
• Dynamic personality, must be energetic, enthusiastic, and creative
• Extremely detail-oriented, flexible and reliable as a team player, with the ability to take direction.
• Highly motivated self-starter dedicated to achieving goals and performance metrics while applying effective time management and organizational skills.
• Aggressive and proactive, self-directed individual who desires growth and continual challenge in the area of sales.
• Computer skills including: Microsoft Word, Excel and Outlook, as well as experience in sales processes in a contact management
• B.S./B.A. (Marketing, MIS, Business Admin.)

Responsibilities

• Cold calling - conduct lead prospecting via telephone covering a wide geographic area throughout the US
• Qualify and build relationships with prospects
• Conduct the sales process from the opening call to the passing of the caller as a qualified prospect
• Focus properly and effectively manage time
• Update sales contact management and keep track of prospect queue
• Plan follow-up calls and maintain all reporting and administrative functions in an accurate and timely fashion.
• Represent company and product line at tradeshows and other sales events
• Follow-up on marketing and sales events and campaigns via phone, email, letters, marketing collateral, press release distributions.
• Maintain a high level of energy, a commitment to quality, and a professional sales demeanor at all times.
• Maintain a strong sense of ownership and accountability

Ginia Peabody
GPEABODY@insurix.net

Date Posted 6/8/06     GE Commercial Finance – Real Estate

*Job Description: 531048 - Acquisitions Director - Go Direct

RESPONSIBILITIES:
As an Acquisitions Director on the Go Direct team for GE Commercial Finance Real Estate, this position can be located out of any major metropolitan area across the United States, but any of the following four areas is preferred: Stamford, CT; New York, NY; Chicago, IL; Irvine, CA

As an Acquisitions Director, the individual will be responsible for:
• Sourcing new transactions and managing the analysis and processing of transactions that meet the Go Direct business model within specified...
industry segments with a focus on the direct acquisition of business portfolios
· Assisting the Acquisitions Officer in the identification of prospects and determining the viability of the opportunities sourced
· Managing the deals through the GE system and interfacing with internal constituents to take the deals from proposal to closing. Managing the valuation process and presenting the transactions to the GE Commercial Finance - Real Estate (GECRE) Credit Committee for approval

GENERAL COMPANY INFORMATION:
GE Real Estate, a unit of GE Commercial Finance, is one of the world's leading resources for commercial real estate capital. Headquartered in Stamford, Connecticut, GE Real Estate has assets of over $29 billion and has more than 30 offices throughout North America, Europe and Asia/Pacific.

GE Real Estate has been serving the commercial real estate market for over 30 years, and is backed solidly by the capital strength of the General Electric Company. And GE Real Estate has local market presence throughout the world. Together, our local expertise and capital strength are dedicated to one thing -- helping our customers grow.

Qualifications: 531048 - Acquisitions Director - Go Direct

REQUIRED QUALIFICATIONS:
· 5+ years of financial services experience
· 2+ years of commercial real estate experience
· Bachelor's degree (or a HS diploma/GED and 8+ years of related work experience)
· Strong financial and credit analysis skills
· Previous experience in underwriting within the financial services industry
· Previous experience with commercial real estate loan originations or acquisitions
· Must be 18 years of age or older
· Must have unrestricted work authorization in the United States (citizenship or permanent residency)
· Must submit to a drug test
· Must submit to a background check
· Must submit application through www.gecareers.com to be considered

DESIRED QUALIFICATIONS:
· Bachelor's degree in Business Administration, Finance, Accounting or Real Estate
· Master's degree in Business Administration, Finance, Accounting or Real Estate is preferred
· Direct real estate acquisition experience
· Prior mergers and acquisitions experience with equity transaction focus is strongly preferred

Application Instructions: 531048 - Acquisitions Director - Go Direct

TO APPLY:
To be considered for this position, all qualified candidates must apply online at www.gecareers.com and reference job# 531048

On-line Application Address: www.gecareers.com

Date Posted 6/8/06

Organization Name: GE Commercial Finance – Real Estate

Job Reference Num: 529834
No of Openings: 4
Work Schedule: 8-5, M-F
Hours per Week: 40+
Wage/Salary: Commensurate with experience
Employment Start Date: Immediately

*Job Description: 529834 - Acquisitions Officer - Go Direct - Real Estate

RESPONSIBILITIES:
As an Acquisition Officer with the Go Direct team with GE Commercial Finance Real Estate, this position can be located nationwide. Desired locations are: 1) Stamford, CT, 2) New York City, NY, 3) Chicago, IL, or 4) Irvine, CA, but open to other locations as well.

As the Acquisitions Officer, this individual will be responsible for:

ORIGINATION:
· Sourcing acquisition opportunities for the Go Direct program, which focuses on the direct acquisition of real estate portfolios.
· Originating transactions via direct calling on brokers and sellers of real estate assets.
· Managing the deal process from origination through closing.

TRANSACTION MANAGEMENT:
· Leading transactions through the GE approval system. Oversee the modeling/valuation process.
· Managing deal team in preparing preliminary and final presentations for GERE credit committee approval.

TO APPLY:
To be considered for this position, all qualified candidates must apply online at www.gecareers.com and reference job# 529834.

Qualifications:
REQUIRED QUALIFICATIONS:
· 10+ years of commercial real estate experience
· Bachelor’s degree (or a HS diploma/GED + 10 years of commercial real estate experience)
· Strong financial and credit analysis skills
· Must be 18 years of age or older
· Must submit to a drug test
· Must submit to a background check
· Must have unrestricted work authorization in the United States (citizenship or permanent residency)

DESIRED QUALIFICATIONS:
· Bachelor’s degree in Finance, Economics, Business Administration, Accounting or Real Estate
· Direct commercial real estate acquisition experience

Application Instructions:
TO APPLY:
To be considered for this position, all qualified candidates must apply online at www.gecareers.com and reference job# 529834.

On-line Application Address: www.gecareers.com

Date Posted 6/8/06

GE Commercial Finance
GE Commercial Finance offers an array of services and products aimed at enabling business worldwide to grow. GE Commercial Finance provides loans, operating leases, financing programs, commercial insurance and reinsurance, and other services.

Corporate finance solutions from GE provide the business financing companies need to keep moving forward. We offer specialized expertise in Asset-based loans and Cash flow loans along with many other financial services. Our solutions include business loans to drive growth, improve cash flow, restructure, consolidate debt and provide working capital. Commercial loans can also provide business financing for acquisition & buyout.

**GE Commercial Finance, Corporate Lending provides innovative working capital, growth and restructuring financing solutions to companies across a broad array of industries. Although many of our Asset-based loans and Cash flow loans exceed $100MM, our minimum loan size is $10MM. Corporate Lending finances companies that have at least $40MM in revenue and that have been in existence for at least 3 years. We have extensive financing capabilities in the US, Canada and Europe.**

Please apply at [www.gecareers.com](http://www.gecareers.com) and enter the job number below. Please reference your college in your cover letter.

Locations: New York City #524516 and Norwalk, CT #524514.

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**Title**  Business Analyst, Risk Management  
**Job Description**  
**QUALIFICATIONS:**  
* Undergraduate degree in finance, accounting or related field. Minimum five plus years of directly related experience, including financial and projection modeling.  
* Demonstrated ability to:  
  * Apply non-traditional methods of data analysis/interpretation, and recognize faulty interpretations, flawed application/assumptions and spot unusual patterns or critical information from high volume quantitative output.  
  * Accurately draw parallels and distinctions from past experiences, using such knowledge to form current recommendations or solutions.  
  * Positively influence others’ openness to change and help others maintain focus/confidence in environment of uncertainty and incomplete information.  
  * Actively cultivate a network of relationships internally and externally, at all levels and across functions.  
  * Understand organizational vision and strategy, develop realistic plans and execute upon them.  
  * Communicate and present effectively (both in writing and verbally) to senior leadership within a fast paced professional business environment.  
  * Easily navigate and utilize Microsoft suite and one or more database applications. Quickly adapt to new software.  
  * You must be willing to take a drug test  
  * You must be willing to submit to a background investigation, including for example, verification of your past employment, criminal history, and educational background.  
  * You must be legally authorized to work in the United States  
* You must be willing to work out of an office in Norwalk, CT  
**RESPONSIBILITIES:**  
* Manage customer accounts to ensure customer retention, account performance, compliance with documentation and credit approvals and identification of opportunities for new deals.
* Develop and execute on account management strategies and mitigate risk and maximize profitability. Monitor and report on assigned portfolio.
* Interface with loan operations to provide information and direction on daily and periodic loan administration and collateral monitoring activities.
* Participate with members of deal team to structure solutions, negotiate documentation, and prepare presentations in conjunction with senior risk management leaders to produce timely closure on deals.
* Prepare/deliver pitches.
* Maintain and leverage databases to ensure accuracy and completeness of historical information needed for future deals or analysis.
* Other duties or responsibilities as assigned.

DESIRED:
* Six-sigma training
* MBA

GENERAL:
Effectively underwrite and manage cash flow and structured transactions.

Date Posted 6/8/06

Zurich North America

Position Description
Title:    Underwriter with Marketing I
Min Experience Desired:  0-2 Years
Physical Work Address: 300 Crown Colony Dr. 4th Floor, Quincy, MA 02169

Please submit resume to Tanya Oxley, University Relations Recruiter
tanya.oxley@zurichna.com

Job Summary:
Under limited supervision, underwrites and analyzes new and renewal business. Administers and monitors underwriting rules and guideline, rating manual rule, and insurance laws and regulations. Works within specific limits and authority on assignment so moderate technical complexity. Markets companies’ products and services through an agency plant or through the brokerage community. Develops/maintains agency and/or broker relationships.

Job Qualifications:
Bachelors Degree or equivalent

NEW GRADUATES are welcome to apply!!!

Job Qualifications
1. Basic knowledge of the insurance industry and the legal and regulatory environment.
2. Possesses functional knowledge and skills.
3. Possesses knowledge of underwriting philosophy, techniques, national/local filing regulations and guidelines.
4. Strong negotiation skills.
6. Strong verbal and written communication skills.
7. PC and related software literate.

Job Accountabilities
1. Measure exposure/analyze risk
2. Price
3. Quote and set coverage
4. Decline  
5. Negotiate terms/conditions  
6. Service account  
7. Processing  
8. Manage agencies  
9. Cancellations  
10. Manage profitability  
11. Renewal underwriting  
12. Apply principle/practices to insurance  
13. Participate in marketing presentations to assigned agents/brokers  
14. Promote Zurich products and services in order to increase penetration within agency plant.  
15. Communicate with Agents and Insured.

**Business Accountabilities**  
Resolve technical problems by referring to policies, procedures, specifications

Provide status updates

Support implementation of customer initiatives

Anticipate, recognize and respond to needs of customers

Provide technical expertise for short-term, defined scope projects

Compare alternatives for solving problems or improving procedures or products and provide recommendations

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**Date Posted 6/5/06**

University of Connecticut

**Regional Research Managers**

*Department of Public Policy*

The Department of Public Policy is seeking five research managers to administer surveys to college and university students in assigned regions of the nation. The positions are North Eastern, Southern, East Coast, Central, and West Coast Regional Research Managers. Research Managers must be prepared to travel frequently (weekly) and to be responsible for their portion of the project from start to finish. The surveying will begin mid-August and end by mid-December. The compensation for these 4 months will be $16,000 based on performance. The position is funded by a Department of Public Policy grant for the study of civic literacy of undergraduate students throughout the nation. These are temporary full time positions with no benefits, though medical insurance is available to purchase.

**Responsibilities Include:**
Administer set quota of surveys of college and university students as assigned by Project Director. Individual tasks include researching assigned colleges and universities prior to travel to familiarize with each school, campus, and the surrounding area. Recruit up to five student employees from each assigned school to assist in surveying. Make arrangements for and travel to each assigned school. Brief and manage your student employees. Conduct surveys with Freshmen and Senior students until quotas are met. Ship completed surveys and other documentation back to the Project Director. Communicate regularly with the Project Director on status. Perform related duties as required.

**Qualifications:**
Outgoing and self-motivated; willing to travel frequently (weekly); ability to relate well to college students; ability to plan and organize up to five student employees at a time within tight timelines and deadline pressure; relevant experience such as surveying or sales preferred.

Screening will begin immediately and continue until all of the positions are filled. Candidates should send their cover letter and resume to: Heather Mills, University of Connecticut, Department of Public Policy, 1800 Asylum Ave, 4th Floor Library Building, West Hartford, CT 06082; Fax: (860) 570-9281; E-mail: Heather.M.Mills@uconn.edu. Fax or email is preferred.

Date Posted 6/1/06

UnitedHealth Group International

Director of Business Development
Hartford, CT

UnitedHealth Group International is a division of UnitedHealth Group, with headquarters in Minneapolis, MN. UnitedHealth Group International brings the wealth of experience, data, and tools from the largest and most diverse health care services company in the United States to the international marketplace. We are committed to being the best at forming and operating orderly, efficient markets for the exchange of high quality health and well-being services.

This position is responsible primarily for providing direct business development, sales and marketing support to the Vice President, Cross Border Services, UHGI. In addition, the Business Development Director's role will include high level account management, and knowledge management within the context of their revenue generation responsibilities.

- Achieve monthly and annual practice revenue and profitability goals
- Develop proactive client specific business development strategies
- Implement key client account development activities
- Successfully follow up leads, write proposals, and initiate client contact
- Regularly convert follow-up leads into sales through professional key account management
- Develop client specific presentations and proposals
- Identify new market trends and formulate plans to capitalize on them that will lead to new revenue generation opportunities
- Utilize market knowledge and industry contacts to grow UHGI's business
- Broaden the range of UHGI's business within existing accounts
- Use consultative selling skills to achieve targeted revenues from assigned clients
- Assume primary business development responsibility for assigned clients. Seek collaborative support from others who are assigned shared revenue responsibility for the client.
- The supportive role could include idea generation, proposal development, selected client presentations, etc.
- Work cooperatively across practice groups to provide business development and operational assistance as required to ensure that company's revenue and profitability goals are achieved
- Participate in and provide oversight of operational delivery of project content with matrix partners (across clients and practices) in order to ensure that all deliverables achieve content integrity, client satisfaction, and company profitability.
• Participate in strategic planning, operational improvements, and corporate initiatives for UHGI.
• Assume a leadership role with respect to product development, staff development and knowledge management and identify services/products of value to existing and potential key client accounts

• Proven consultative selling skills
• Ability to assume a leadership role within a team-based environment
• Ability to function independently to develop new business
• Understanding of healthcare market as it relates to the business of UHG
• Ability to leverage that understanding to contribute to growth of this business
• Demonstrated ability to make independent decisions and to execute
• Demonstrated ability to make strong contributions as a member of a consulting team
• Self-motivated, resourceful team player with excellent organizational skills, and attention to detail
• Excellent communication skills, verbal and written
• 3-5 years of marketing or sales activities with demonstrated performance in revenue generation
• Experience in the healthcare consulting arena very desirable
• Track record of independent success in consultative selling or new business development
• In-depth knowledge of and experience within the Cross Border PPO/Network industry
• Strong knowledge of managed care sales and marketing
• Work experience with international clients, in the healthcare, finance or insurance fields

If interested and qualified, please apply directly to:

Jeff Abbott
Recruitment Services
United Health Group
233 N. Michigan Ave. 10th Fl.
Chicago, IL  60601
From: Jeff N Abbott <jeff_n_abbott@uhc.com>

Diversity creates a healthier atmosphere: equal opportunity employer M/F/D/V
UnitedHealth Group International is a division of UnitedHealth Group, with headquarters in Minneapolis, MN. UnitedHealth Group International brings the wealth of experience, data, and tools from the largest and most diverse health care services company in the United States to the international marketplace. We are committed to being the best at forming and operating orderly, efficient markets for the exchange of high quality health and well-being services.

We are currently recruiting for a Director of Account Management who will have the opportunity to manage International accounts. The Director of Account Management will have responsibilities over the following areas:

REVENUE & RETENTION:

- Work with customer service teams, product managers and other appropriate staff to ensure that corporate and individual targets for revenue and customer retention are met. Ensure that a specific, continually reviewed retention and revenue growth strategy is in place and implemented for each assigned customer.

PRODUCT DEVELOPMENT:

- Provide constructive input to the product development process through the product managers. Depending on skill set and organizational needs, may be asked to serve as product manager for one or more products.

LEADERSHIP:

- As required for each customer service team, assure that the team functions effectively so that projects move forward, deliverables are accurate and on time, data issues are investigated and their impact minimized, customer service is professional and helpful, and decisions are reached based on facts and cost/benefit considerations. Work with and through the analytics team for delivery of selected projects. Influence team staffing as necessary.

SALES & MARKETING:

- Prepare selected proposal question responses, provide overall review of complete proposal, and play a substantive role in the sales process, including assisting the sales directors in framing solutions.

ORGANIZATIONAL EFFECTIVENESS:

- Identify opportunities to leverage methodologies and expertise across the UHGI organization.

CONSULTATIVE EFFECTIVENESS:
• Develop and manage customer business plans based on the unique needs and nuances of each customer to ensure that we are being proactive in meeting or exceeding customer expectations and capitalizing on revenue enhancement opportunities. Work with the analytic team to design and manage analytic studies that are written and presented at a depth appropriate to the customers' comprehension, clearly evaluate the topic under investigation, and provide actionable recommendations.

STAFF DEVELOPMENT:
• Provide learning opportunities and coaching for account management staff to improve analytical skills.

DESIRED COMPETENCIES:
• Self-direction.
• Initiative.
• Ownership of project.
• Problem solving.
• Planning, prioritization skills.
• Good writing skills.
• Effective presentation skills.
• Well-developed analytic skills.
• Ability to foster strong peer relationships.
• Knowledge of benefit plan design, managed care and health care data analysis, with specific expertise in a relevant area.
• Sound decision-making skills.
• Leadership and motivational skills.

• Bachelors Degree required.
• Desired 3 years of health benefits/health care related work experience, including 1 year of consulting or account management and/or account support experience and/or operational claims administration.
• Foreign language required (Spanish preferable)
• Demonstrated expertise in customer relationship management.
• Experience with direct customer contact; strong customer service orientation.
• Experience and skill in project management.
• Basic word processing, spreadsheeting and presentation graphics skills.

If interested and qualified, please apply directly to:

Jeff Abbott
Recruitment Services
United Health Group
233 N. Michigan Ave. 10th Fl.
Chicago, IL  60601
From: Jeff N Abbott < jeff_n_abbott@uhc.com>

Diversity creates a healthier atmosphere: equal opportunity employer M/F/D/V
### ESPN

**Sr. Manager, Finance**  
(INTERNATIONAL & ESPN DEPORTES TV)  
Bristol, CT  
posted 5/2/2006

**JOB DESCRIPTION**

<table>
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<th>Dept – FINANCE GRADE 14</th>
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| **• Lead** (in conjunction with co-Sr. Manager) and develop a team of three financial professionals through the ESPN International and ESPN Deportes TV businesses.  
  - Specific areas of specialty may include ESPN Deportes TV, Latin America, Europe, Asia, Advertising, Equities, Currency Exposure, and Departmental Expenses.  
**• Develop financial models in conjunction with regional General Managers related to various strategic investments**  
**• Perform market research and analysis on strategic growth opportunities**  
**• Manage and control Budget, Quarterly Forecast, and Long Range Plan process from kickoff to final presentation.**  
**• Understand Monthly and Quarterly variances and their impact to the overall business.**  
**• Manage relationships with matrix partners, often at the senior business leader level.**  
**• Prepare final presentation materials using technically advanced Excel models and Powerpoint.** |

**Required:**  
B.S. in Finance, Accounting, or Business equivalent  
5+ years experience in strategic research & modeling and/or corporate finance  
Collaborative team player  
Excellent organization and communication skills  
Ability to thrive in a fast-paced environment with multiple projects often occurring simultaneously  
Ability to travel internationally. Overtime required cyclically and as projects require.

**Preferred:**  
Previous managerial experience  
Investment banking experience  
Familiarity with SAP or similar financial reporting tools  
MBA  
International or media experience

If interested, email resume and cover letter to MaryEllen Ladieu  
MaryEllen.Ladieu@espn.com

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### AIG

AIG’s underwriting compliance department is looking for recent graduates to participate in a project of some import. The candidates would be full time employees who would be placed in underwriting or claims after the project was completed.

A brief description of the work follows from the department’s Senior Vice President and Chief Compliance Officer:

*I am looking to hire 6 recent college graduates to assist in a high level project that includes the review of over 6,500 California domiciled Employment Practices and Management Liability underwriting files for the purpose of re-rating the files in a manner that is consistent with our filed rate plans in the state of California. The preferred candidates will have a business background and familiarity with Corporate financial statements such as a Corporate balance sheet, income statement and forms 10k and 10q. The candidates should also have strong computer skills, specifically on Microsoft Excel.*

If interested, please email your resume, in WORD to Lorraine.Liswell@business.uconn.edu
Deloitte Consulting LLP Job Posting

Locations: Chicago/New York/Atlanta/Charlotte/Minneapolis
Category: Consulting Services
Job Title: Managers/Senior Managers

Deloitte Consulting LLP (“Deloitte Consulting”)

Your clients expect R.O.I. Shouldn’t you?
At Deloitte Consulting, you’ll help clients solve some of the world’s toughest business problems and find even bigger opportunities because of it.

Deloitte Consulting. Unlimited possibilities start here.
Deloitte Consulting is one of the nation’s largest and fastest growing management consulting organizations – serving 70% of the consumer businesses in the Fortune 500. We provide strategic, operational, financial, and technology-related advisory services for many of the world's most prestigious companies. Our world-class professionals work hand-in-hand with clients to improve business performance, drive shareholder value, and create competitive advantage in the most practical and sensible ways possible.

Deloitte Consulting’s Strategy & Operations team offers a broad scope of services to help clients address the full range of top management issues:
- Customer Strategy,
- Merger and Acquisition Strategy
- Supply Chain Optimization
- Investment Prioritization
- Financial and Performance Management
- IT Strategy and more

Deloitte Consulting’s Technology Integration and Enterprise Application team offers a broad scope of services to help clients address the full range of top management issues:
- Architecture and Infrastructure
- IT Strategy & Management
- Systems Integration
- Information Dynamics/Data Warehousing
- Real Estate (JD Edwards or Oracle)
- ERP Implementation and more

Deloitte Consulting - Financial Services Practice
The Financial Services Practice is the largest practice within Deloitte in terms of revenues and growth. This practice includes:
1. Banking (Retail and Payments)
2. Securities (Capital Markets & Asset Management)
3. Insurance (Life/Annuities & Property & Casualty).

We are looking for experienced Managers and Senior Managers in all three segments as part of a national expansion to Deloitte Consulting’s Strategy & Operations and Technology Integration Practices.

Requirements for Managers/Sr. Managers for Deloitte Consulting’s Strategy & Operations Practice

- Managers must possess 5-8 years' in Banking/Insurance/Securities experience within the Financial Services Industry or consulting services experience preferably at the post-graduate level.
- Sr. Managers must possess 5-8 years' in Banking/Insurance/Securities experience within the Financial Services Industry or consulting services experience preferably at the post-graduate level.
Managers and Sr. Managers are responsible for developing the engagement work plan, managing the project planning phase and engagement performance monitoring. They actively participate in complex proposal development and sales presentations and develop creative analyses to diagnose client issues. Additionally, he/she prepare and coordinate quality deliverables and manage and report on their portions of the budget and collections.

Managers must keep current with financial services industry trends.

Consulting experience is preferred and understanding of the consulting lifestyle.

The candidate should have IT experience and/or interest in being deployed on IT projects. Also, must have flexibility to be assigned to any one of three segments (insurance, banking, or securities).

An advanced degree or MBA is preferred. University degree required.

Must be willing to travel up to 80-100% during the workweek; core cities include Chicago, San Francisco, and New York.

Please submit your resume to dmahotiere@deloitte.com

Requirements for Managers/Sr. Managers for Deloitte Consulting’s Technology Integration Practice

Candidates should have demonstrated track record of delivery and sales in Insurance/Technology space with strong focus on delivery.


Candidates should have deep technology expertise around Systems Integration, Custom App Development and Architecture.

Must be willing to travel up to 80-100% during the workweek; core cities include Chicago, San Francisco, and New York.

Please submit your resume to dmahotiere@deloitte.com

For more information, please visit our website: www.deloitte.com/us. Submit your resume to dmahotiere@deloitte.com

A valid US permanent work permit is a must.
One of our rapidly growing, major international, industrial clients has several openings for Purchasing and Logistics Specialists as well as Materials Managers at various locations in the United States. The persons selected for these positions will receive extensive on the job training and, in the course of this, will have the opportunity to be exposed to multiple facets of these tasks throughout the network of the company’s subsidiaries.

The essential requirements for this position are as follows:

- Bachelors Degree in Transportation and Logistics, Operations Management or General Business
- Two to four years of inventory management and or purchasing or consulting experience
- SAP experience or experience in other ERP systems in purchasing, Inventory and order entry modules
- Strong knowledge of PC and software applications
- Excellent interpersonal and communication skills
- Good analytical and organization skills
- High level of motivation and customer focus; continuous improvement mentality
- Geographic flexibility and willingness to relocate
- Valid U.S. work permit is a MUST.

In addition, applicants with the following additional characteristics are given preference to:

- Willingness to work internationally
- MS or MBA degree
- Foreign language abilities
- DRP and forecasting experience

The principal objective of these positions is to provide excellent service and support to customers and sales force in delivering the right product to the right place at the right time - and at the lowest total cost.

Please send us your resume in WORD format as an email attachment on receipt of which we will be glad to discuss details with you over the telephone. We do not forward information about you to our client without your prior authorization.

Please address your communications with the reference “LOGISTICS” in the subject line to John Keller, Partner. Email: jkeller@careeropsinternational.com

C.O.I.
CAREER OPPORTUNITIES INTERNATIONAL
15849 N. 71st Street, Suite 100
Scottsdale, AZ 85254
Tel: +1 480 951 3583
www.careeropsinternational.com
Denyse Schmidt Quilts

Office/Studio Coordinator
Opportunity available in a creative, entrepreneurial environment. Denyse Schmidt Quilts is a dynamic designer and manufacturer of modern, high-end bedding and textile products with national brand recognition. Our growing business encompasses licensed gift, fabric and bedding collections. Our studio is located in a historic Bridgeport CT factory building and offers a small, unique work environment. www.dsquilts.com

We are looking for an energetic, detail-oriented, self-motivated individual to create and manage systems of organization for job tracking, order processing, and marketing/PR. This position is responsible for efficiently handling all general office operations including email, phone, database updates, creating product costing spreadsheets, filing, archiving, shipping, and ordering of supplies.

The successful candidate must possess excellent communication, organizational and time management skills. Critical thinking, a strong initiative, and entrepreneurial spirit are essential.

Requirements
• 2+ years related experience, or related degree.
• Mac OSX proficiency.
• Advanced computer skills including proficiency in MS Office (Word, Excel), FileMaker Pro, and QuickBooks.
• Excellent written and verbal communication skills.
• Exceptional organizational and time management skills and experience.
• Excellent follow-up and problem-solving skills.
• Ability to prioritize and juggle multiple projects simultaneously.
• Ability to work independently.

• Knowledge of Adobe Illustrator, PhotoShop, Quark Express a plus
• Strong visual sense a plus
• Knowledge of/contacts in interior design, home design/accessories trade a plus

We offer competitive compensation, flexibility, a fun, creative work environment, and an opportunity to participate in the growth of the company.

Please fax or email a cover letter, resume, and salary history/requirements to info@dsquilts.com, 203-335-2739 (fax). Or send via mail to Denyse Schmidt Quilts, 165 Bennett Street, Bridgeport CT 06605. No phone calls please.
Yahoo! HotJobs is one of the leading career sites on the Internet. We are experiencing record growth and are looking for smart and professional individuals to join our advertising sales team. Sales experience is preferred but not a necessity. We are willing to teach the right candidates! If you’re an experienced closer or a recent graduate and are interested in advancing your career, read on.

Our team rewards top performers with great bonus checks, excellent benefits, an incredible working atmosphere and a fast track for advancement. As a Yahoo! Hotjobs Recruitment Solutions Specialist your responsibilities will include:

- Sell Yahoo! HotJobs services in assigned territory
- Gain an in-depth understanding of the online recruitment industry and be able to convey our products' benefits versus the competition
- Compose proposals and negotiate agreements
- Meet and exceed sales targets

Requirements include:
- Graduate of a 4-year college
- Persistent and gregarious personality
- Strong work ethic and will to be the best
- Aptitude for sales

Benefits of working at Yahoo! HotJobs:
- Yahoo! is currently ranked as Fortune's #1 Fastest Growing Company in 2005, be a part of it!
- Quarterly bonuses for meeting sales goals.
- Medical, dental, vision and 401k all start when you start; (no waiting period).
- Employee stock purchase plan.
- Stock options and transit checks.
- Training and mentoring to maximize your sales potential.
- Friendly, energetic and professional atmosphere.
- Opportunity to advance into management and more senior sales positions.
- $120 per quarter meal card (just like college) at the Yahoo! designated cafe.

Please send all resume’s to Raj Shahni at
Rajs@hotjobs.com

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**Posted 04/28/06**

Guilmartin, DiPiro & Sokolowski, LLC

Growing Middlesex County CPA firm seeks individual with two plus years experience working with small businesses. Individual should have foundation in payroll taxes, and putting together a set of books for clients. Experience working on compilation, reviews, audits and QuickBooks preferred. We are a progressive quality of life firm with excellent pay and benefits.

Please e-mail resume to MIKES@gdscpas.com

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**Posted 04/18/06**

Casualty Underwriter
The Hartford Financial Services, Hartford, CT
WHY JOIN THE HARTFORD?
As a global leader in insurance, asset management and financial service products, we offer professionals every possibility for growth. And whether we're helping customers or building careers, we're experts at creating the kind of advantages that help people reach their goals.

WHAT ARE WE LOOKING FOR?

• College Degree, prefer finance, accounting, economics or insurance. ARM designation a real plus.
• Five or more years handling larger to national casualty accounts, including loss responsive plans.
• Excellent communication, sales and marketing skills.
• Excellent knowledge of policy contract wording.

WHAT ARE THE RESPONSIBILITIES OF THE POSITION?

The Casualty Underwriter is responsible for the growth and profit of an assigned territory. Candidate will work with designated field account executives to assist them in the attainment of their new business, renewal retention and ROE objectives. This involves being a pro-active consultant, assisting in creative program design to achieve the aforementioned results. Candidate will be handling the casualty lines of large to national sized accounts, utilizing loss sensitive plans such as retro and large deductible. Candidate must be able to look beyond the individual account transactions, managing their book of business to achieve the desired financial results. The position also requires effective desk management to allow for quality and timely service to both internal and external customers.

WHAT IS THE COMPENSATION OPPORTUNITY?

At The Hartford, our compensation philosophy is simple: we pay competitive base salaries and reward performance. In addition, you will be eligible to participate in our comprehensive benefits program including Medical, Dental, Life and Disability Insurance, a 401K Plan, an Employee Stock Purchase Plan and more.

WHAT ELSE CAN YOU TELL ME?

This position resides in our Home Office Campus in Hartford, CT. We offer free parking, an on-site medical facility and fitness center. Home Office Campus also has a gift shop, two full service cafeterias, three ATM machines, and many other conveniences.

Apply via www.thehartford.com

Posted 04/17/06

Lapine is a recognized leader in the retail, premium, incentive, grocery and service industries. It is a family-run company with an extended global family of manufacturers.

As an exclusive representative for a wide assortment of some of the most recognized brand names, we provide customers with direct access to an expansive range of product choices, plus innovative ideas and custom-tailored programs.

Sourcing Specialist
The Sourcing Specialist position will work with the Lapine Sales force to identify products that fit our customers promotional and premium needs. These products may be from manufacturer's we represent, such as Panasonic, Sony, Camelbak, Hoover, Sharp, Weber, Bulova and Garmin or third party resources.

- Responsible for all aspects of domestic sourcing and merchandising of premium and promotional products - from brainstorming ideas, to ordering product and following through until delivery.
- Must be creative, able to develop innovative merchandise assortment to fit the customer's specific marketing objective.
- Organized, excellent communication skills, follow through on projects to completion, handle multiple projects at once.
- Must possess strong verbal and written communication skills.
- Must have familiarity with Microsoft Outlook, Excel, Word, PowerPoint, and other Windows XP tools.
- Experience in the Ad Specialty Industry is a bonus but not a requirement.
- Position is based out of our Stamford, CT office.

Stacey Swineford
Lapine Office
15 Commerce Road
Stamford, CT 06902
Phone: 203-327-9099
Fax: 203-973-0044
www.lapineinc.com

Lapine Distribution Center
467 West Main Street
Stamford, CT 06902

World Business Capital
Vice President-International Lending

WorldBusiness Capital, Inc., an international finance company, seeks a highly motivated Vice President-International Lending. Primary responsibilities are to market and underwrite commercial loans to businesses in Latin America, Eastern Europe and Asia. Proficiency in Spanish, Portuguese or Turkish is required. Ideal candidate will have finance background and minimum 3 years of business experience. Position is based in Hartford, Connecticut with regular international travel. Reports to Chief Lending Officer. Attractive salary, benefits and compensation upside.

Please send resume to: Ms. Debbie Leonard
Executive Assistant
WorldBusiness Capital, Inc.
One State Street, Suite 2350
Hartford, CT 06103
dleonard@worldbusinesscapital.com
Fax: 860-246-6789

ACCOUNT MANAGER - INDUSTRIAL PRODUCTS
FAST MANAGEMENT TRACK

a permanent US work permit is required
Our client provides the backdrop to a long term career path which may lead to the fulfillment of your ambitions.

Initially, your hands-on sales exposure will give you the opportunity to learn all about the industry, the products and your client’s business. In about two years you will get the chance of promotion to regional responsibility and you are well on your way to an executive career.

Your educational background includes a bachelor’s degree and, preferably, an MBA. You have three to five years proven track record of successful sales with a positive trend in career movement, showing continued improvement within your employer firm. Ideally you are now, or have been, with a multi-national Manufacturing, Healthcare, Telecom or Service Company. German, French or Spanish language skills would enhance your attractiveness to the employer but are not required.

Candidates who desire a long term career and are open to relocate in the future to other regions of the United States or, if they wish abroad, should email their resume in WORD format to:

akeller@careeropsinternational.com

with “ACMGR” in the subject line. We will not forward any data about you to our clients without your prior authorization.

Career Opportunities International
The Search Firm that Delivers
15849 N. 71st Street, Suite 100
Scottsdale, AZ 85254
Tel: +1 480 951 3583
www.careeropsinternational.com

Posted 04/12/06

Commercial Real Estate Associate

New York City’s #1 Investment Real Estate Brokerage firm seeks individuals to assist one of the firm’s top producers in their dealings with top corporate and high net worth clients. We are in search of someone who desires to establish a career within a team atmosphere with the future potential of selling New York’s finest buildings. The role is an 18-24 month program where one learns all the ins and outs of the Commercial Real Estate Industry while undergoing training to be a future Salesperson with the firm. Once a Salesperson, they will be responsible for generating exclusive listings in their own geographical territory.

An Associate assists in the day-to-day brokerage activities. This position entails all types of brokerage support including, but not limited to, doing feasibility analyses, studying market trends, obtaining data at government agencies, taking photographs of buildings, coordinating, etc. Qualified candidates have previously demonstrated ability in sales, have held leadership roles and/or have excellence in team-oriented activities.
Massey Knakal Realty Services will continue its growth allowing significant opportunities for advancement and leadership in the Real Estate industry.

**Description:** Commercial Real Estate Broker’s Assistant

**Position Type:** Full-Time

**Salary:** Starting at $35,000

**Experience:** Prior experience working with the following programs is preferred but not required:

- Database Design and Support (Access, SQL, or DB2)
- QuarkExpress
- Adobe Illustrator
- Adobe Photoshop

**Job Description:**

- feasibility analysis
- studying market trends
- giving tours of Investment Properties to potential Investors
- going to government agencies to obtain data
- taking photos of buildings
- Business Development
  - Working closely with a Partner or top Broker who acts as the Sales Specialist of a specific area
- Investment Property Analysis
- detailed marketing programs
- coordinating
- various types of brokerage support

**Recruiting Process:** upon the successful completion of the first interview with Gia LaMarca, an ideal candidate will then go onto to meet the Partners representing Massey Knakal Realty. If unanimously agreed upon by all Partners, a candidate would join MKRS.

**Recruited Advanced Degrees:** 17 MBA’s, 3 M.A.’s, 6 J.D.’s

**MKRS Hiring Statistics:** Of all those interviewed, only 3% of the candidates are offered a position with the firm.

For further information on our firm and to view the company’s personnel profiles, please visit [www.masseyknakal.com](http://www.masseyknakal.com).

**Contact Information:**

Gia LaMarca  
Director of Human Resources  
Massey Knakal Realty Services  
Tel: 718-275-3400 Ext. 2627  
Fax: 718-275-5478  
[glamarca@masseyknakal.com](mailto:glamarca@masseyknakal.com)  
[www.masseyknakal.com](http://www.masseyknakal.com)
Commercial Real Estate Investment Sales Specialist:

New York City's #1 Investment Real Estate Brokerage firm seeks individuals to join top sales force in Queens, Brooklyn, Staten Island, Westchester, and Nassau County. With sales experts covering Manhattan and all of the outer boroughs, we are looking for additional top quality sales professionals who will prosper with us.

Ideal candidates are disciplined, driven, and persistent. Assertive, goal-oriented self-starters. Exhibiting a stellar track record of sales success is a plus; however, MK has supreme, sophisticated training and mentoring program to bring any determined player to the top of their game. Marketing and Sales oriented professionals seeking high pay/unlimited earning potential, top corporate and high net worth client base, and professional, team atmosphere will thrive in a career selling New York's finest buildings.

Real Estate sales experience not essential. Qualified candidates will have previously demonstrated ability in sales/marketing business and/or excellence in sports/team oriented activities; personal achievements and/or leadership roles in background. Potential candidates are the sharpest/brightest, most determined, with the best interpersonal skills to develop relationships.

Massey Knakal Realty Services will continue growth allowing significant opportunities for advancement and leadership in the Real Estate industry and firm. Top performers reach no glass ceiling in terms of financial earnings and internal growth potential.

Job Description:
- Business Development
- Direct Sales / Sales of Investment Properties
- Act as the Sole Expert of a territory: know your area & community
- Investment Property Analysis
- Generate Exclusive Listings within your individual area
- Represent the seller
- Establish long lasting client relationships
- Build networking and referral system
• Know and track all variables of your sub market including:  
  property owners, who's buying, who's selling, past/current/average sales prices, annual  
  property sales, factors affecting value and how transactions are being structured, all  
  buildings in your territory, etc.  
• implement detailed marketing programs/objectives

**Compensation:** 100% Commission-Based  
- 1st year potential income: $40,000 upwards to $150,000  
- increase income by 30-40% each year  
- $433,000 current average of the top producers (non-partners)

**Experience:** Prior experience in sales is helpful, but not required-will train. The firm has  
  an intensive training program including training the entire first week followed by weekly  
  sessions, all conducted by MK’s President and Training Director.  Mentoring Program;  
  Daily access to all Senior Partners including Founding Partners, CEO, COO; weekly  
  Sales Meeting; MK Training Manual, etc., etc., etc.

**Recruited Advanced Degrees:** 17 MBA’s, 3 M.A.’s, 6 J.D.’s

**Recruiting Process:** upon the successful completion of the first interview with Gia  
  LaMarca, an ideal candidate will continue through the process to meet a  
  minimum of five Partners representing Massey Knakal Realty. If unanimously  
  agreed upon by all Partners, a candidate would then be offered a position to join  
  the MKRS sales force.

**MKRS Hiring Statistics:** Of all those interviewed, less than 3% of the candidates are  
  offered a position with the firm.

**Position Type:** Full-Time; Independent Contractor

For further information on our company, sales professionals/employees, building sales, and client base,  
please visit our website at [www.masseyknakal.com](http://www.masseyknakal.com).

**Contact Information:**  
Gia LaMarca  
Director of Human Resources  
Massey Knakal Realty Services  
Tel: 212-696-2500 Ext. 7758  
Tel: 718-275-3400 Ext. 2627  
Fax: 212-696-0333  
glamarca@masseyknakal.com  
[www.masseyknakal.com](http://www.masseyknakal.com)
New York City's #1 Investment Real Estate Brokerage firm seeks Sales Manager to manage top Northern Manhattan/Bronx/Westchester County sales force.

Ideal candidates are **disciplined, driven, and persistent**. Assertive, **goal-oriented self-starters**. Exhibiting a stellar track record of sales success and/or training. MK has sophisticated Real Estate training program. Marketing and Sales oriented professionals seeking high pay, high net worth client base, and professional, team atmosphere will thrive.

Massey Knakal Realty Services will continue growth allowing significant opportunities for advancement and leadership in the Real Estate industry and firm.

**Job Description:**

- Months 1-4: undergo intensive (MK Sales) training by Training Director and President learning the entire sales process:
  - getting started, the MK way, evaluating properties, successful pitch technique, overcoming objections, Real Estate legalities, closing a deal, etc.
  - catalogue a territory (canvass properties in selected neighborhood)
  - go on first pitch
- Work alongside two Managing Partners
- Manage a sales team of approx. 15-20 Sales Specialists covering Northern Manhattan/ the Bronx/ Westchester
- Go on pitches with salespeople in these areas
- Answer inquiries from new salespeople
- Assist in salesperson’s development to achieve next-level performance
- Oversee progress of salespeople to gain insight into key factors impacting performance
- Identify those assets in greatest need of support in order to effectively allocate focus/resources
- Convey and reinforce the special ethics and standard of professionalism
- Bonuses based on listings (originated deals)

While this list gives a general overview of the responsibilities, the job description will be forever changing and adapting to new objectives and responsibilities that are required as the division grows.

**Compensation:** $65k base + 50-100% bonus based on performance and successful pitches.
- potential bonus: $30,000-$60,000

**Experience:** Prior Senior/High Level or Seasoned Sales Experience required; Real Estate experience not essential- will train.

Qualified candidates will have previously demonstrated ability in sales/marketing business and/or excellence in sports/team oriented activities; personal achievements and/or leadership roles in background.

**Sales and Sales Managerial experiences required.**

For further information on our company, sales professionals/employees, building sales, and client base, please visit our website at [www.masseyknakal.com](http://www.masseyknakal.com).

**Contact Information:**
Gia LaMarca
Business Technologist, Configurator & Pricing Specialist
Location: Windsor, CT

Headquartered in suburban Connecticut, this company has U.S. Annual revenues approximate $1.3B. The company is pursuing some major technology initiatives including an Oracle based ERP initiative which supports an expansive Service Delivery Redesign Program.

**Position overview and experience required:**

- Knowledge of the creation, modification & execution of Quotes and Contracts integrated with Oracle Configurator
- Extensive knowledge and proven implementation experience with the three Oracle Configurator components - The Configurator Developer, The Configurator Runtime and The Configurator Schema
- Knowledge of Oracle Bill of Materials which include but are not limited to the creation of the Bill of Material structure and the import process into the Configurator Schema
- Knowledge of the Configurator Developer components including the creation of the model structure, rule definitions, UI design and the use of functional companions
- Knowledge of the integration between Oracle Configurator and Oracle Advanced Pricing
- Ability to analyze requirements, perform a map gap assessment as well as perform module configuration set-ups/maintenance for the above mentioned Oracle Modules
- Additional preferred experience includes Oracle's CRM modules (Focused on TCA, Sales Online, Customers Online, Support Services, HTML Quoting & Sales Contracts)
- In-depth knowledge & related experience in PC's, Mainframe, Client Server & Web applications
- Provide effective communications to all business functional areas concerning business process changes
- Administer and oversee various systems' functions while ensuring that the technological & functional processes as well as their interfaces are maintained in an on-time, efficient, accurate & customer service oriented manner
- Scheduling of software upgrades (patches), scheduled outages, change control
- You will have 5-7 years experience specifically with the three Oracle Configurator components - The Configurator Developer, The Configurator Runtime and The Configurator Schema
- You must have knowledge and proven implementation experience with the three Oracle Configurator components - The Configurator Developer, The Configurator Runtime and The Configurator Schema
Knowledge of Oracle Bill of Materials which include but are not limited to the creation of the Bill of Material structure and the import process into the Configurator Schema is required.

You must have knowledge of the Configurator Developer components including the creation of the model structure, rule definitions, UI design and the use of functional companions.

Knowledge of the integration between Oracle Configurator and Oracle Advanced Pricing.

Progressive business application support. (ERP system experience preferred)

Excellent verbal and written communication skills utilizing both technical and laymen's terms are required.

Bachelor's degree in computer science, Information Technology or equivalent required. An MBA is highly desirable.

We reward our employees with an outstanding compensation package, competitive benefits and the opportunity to learn and grow with an industry leader. Equal Opportunity Employer M/F/D/V committed to diverse work force. We maintain a drug-free workplace and perform pre-employment substance abuse testing.

If you are interested in this opportunity, please contact Kevin B. Taylor in the Business Placement office, Kevin.Taylor@business.uconn.edu or (860) 486-9475.

Posted 04/11/06

Job Title: Oracle 11i, Business Technologist, Trading Community Architecture Specialist

Job Code: 605552

Location: Windsor, CT

Headquartered in suburban Connecticut, this company has U.S. Annual revenues approximate $1.3B. The company is pursuing some major technology initiatives including an Oracle based ERP initiative which supports an expansive Service Delivery Redesign Program.

The company firmly believes that their success is tied to the well-being of the communities where they do business and where their employees work and live. If you are looking for an opportunity to develop an exciting career, consider joining our team within our IT Department.

Oracle 11i Business Technologist, “Trading Community & Architecture Specialist”– Business Process Center, Corporate Information Technology Services

Position overview and experience required:

You must have knowledge of Oracle’s Trading Community Architecture (TCA). In depth knowledge of customer relationship management (CRM) software, tools and structure is mandatory.

Knowledge of Dun & Bradstreet products and services and how it integrates with Oracle, would be helpful.

You must have the ability to lead others in the preparation of business assessment deliverables and functional requirement analysis documents.

You must be able to describe major activities, tasks and deliverables of the business, as well as alternative resolution strategies.

You must be able to demonstrate your understanding of specific functions and responsibilities of multiple key applications/modules.
You will have the ability to complete configuration and set up activities for key applications/modules.

You will have the ability to analyze and ensure technical specification effectiveness to meet business requirements.

You will have the ability to explain the vision and objectives of key business units.

You will have 5 + years experience specifically with Oracle’s Trading Community Architecture (TCA). In depth knowledge of customer relationship management (CRM) software, tools and structure is mandatory.

Progressive business application support. (ERP system experience preferred)

Excellent verbal and written communication skills utilizing both technical and laymen’s terms are required. Bachelor’s degree in computer science, Information Technology or equivalent required. An MBA is highly desirable.

We reward our employees with an outstanding compensation package, competitive benefits and the opportunity to learn and grow with an industry leader. Equal Opportunity Employer M/F/D/V committed to diverse work force. We maintain a drug-free workplace and perform pre-employment substance abuse testing.

If you are interested in this opportunity, please contact Kevin B. Taylor in the Business Placement office, Kevin.Taylor@business.uconn.edu or (860) 486-9475.

Posted 04/10/06

Oracle 11i, Business Technologist, **Financial Process Specialist**  
Job Code: 605546  
Location: Windsor, CT

Headquartered in suburban Connecticut, this company has U.S. Annual revenues approximate $1.3B. The company is pursuing some major technology initiatives including an Oracle based ERP initiative which supports an expansive Service Delivery Redesign Program.

**Position overview and experience required:**

You will have 5-7 years previous experience with the following Oracle 11i financial modules, GL, AP, AR, Purchasing, Fixed Assets and Inventory.

You must have In-depth knowledge and experience in full application lifecycle development and ongoing support for Oracle 11i financial modules.

Oracle ERP systems experience is required.

Drive operational excellence for the Business Process Center by advocating systems and process applications of re-engineering, change management, technology and continuous improvement efforts.
Lead, perform and support the integration, design, development, testing, implementation and security administration for new & existing enterprise business applications and processes as assigned

Counsel functional business unit management in the investigation, analysis, selection and presentation of all functional processing and technological developments as well as opportunities concerning business application processes

Provide effective communications to all business functional areas concerning business process changes

Administer and oversee various systems' functions while ensuring that the technological & functional processes as well as their interfaces are maintained in an on-time, efficient, accurate & customer service oriented manner

Scheduling of software upgrades (patches), scheduled outages, change control

Maintain and enhance relationships with the User community, IT Service and Delivery and vendors as third tier production support.

You will have 5-7 years experience specifically with Oracle 11i Financial Modules GL, AP, AR, Purchasing, Fixed Assets and Inventory with.

Progressive business application support. (ERP system experience preferred) and will have worked in a large corporate environment as a direct employee as well as a Consultant in a contract employment role during your career.

Oracle ERP systems experience is required.

Ability to use critical thinking skills to analyze problems and develop creative solutions quickly.

Excellent verbal and written communication skills utilizing both technical and laymen’s terms are required

Ability and skills to work and communicate effectively with all levels of management

Strong interpersonal, cross-functional teaming & organizational skills

You must possess a “Get Things Done Attitude” with excellent Business Acumen skills including the ability to make sound business decisions.

You must be extremely intelligent and be a Process Oriented, Strategic thinker as well as a good relationship manager.

Bachelor’s degree in computer science, Information Technology or equivalent required. An MBA is highly desirable.

We reward our employees with an outstanding compensation package, competitive benefits and the opportunity to learn and grow with an industry leader. Equal Opportunity Employer M/F/D/V committed to diverse work force. We maintain a drug-free workplace and perform pre-employment substance abuse testing

If you are interested in this opportunity, please contact Kevin B. Taylor in the Business Placement office, Kevin.Taylor@business.uconn.edu or (860) 486-9475.
Senior Accountant
Hedge Fund
Stamford, Connecticut

Our client is a private investment management firm with offices in Stamford, New York City and San Francisco. The firm manages a number of funds with diverse portfolios and strategies. Due to continued business growth, the Accounting Department is expanding to meet new and exciting challenges in the financial services industry.

The Senior Accountant / Analyst will be responsible for producing and auditing trader payout schedules, calculation of management fees and trader compensation reporting. In addition, the Senior Accountant will assist with monthly close responsibilities including the analysis and reconciliation of key income statement and balance sheet accounts.

Qualified candidates will have 3-7 years of corporate accounting / finance experience and possess an undergraduate degree in accounting or finance with advanced degree or certification desired (CPA / MBA). Additional requirements include strong verbal and written communication skills as well as the ability to work under pressure and manage multiple priorities. Advanced Excel and data analysis skills are also desired.

Interested candidates please email Drew Humphrey at dh@executiveresourceconsultants.com

Finance Manager
Consumer Products
Stamford / Westchester

Our client is a global pharmaceutical company with leading brands. Renewed business expansion has led to an opening for a Finance Manager that will oversee the financial planning and analysis function for Sales and Marketing. The position will be responsible for providing financial support in leading the annual strategic planning process, quarterly forecasts and long range planning. In addition, this role will provide financial support for new product development projects.

Qualified candidates will have an undergraduate degree in Finance or Accounting with advanced degree or certification desired (MBA/CPA). Prior experience should include a business focused financial planning and analysis background with a minimum of 4-8 years experience. Strong management reporting and financial systems skills are desired. The target salary range for this position is $75-95k plus a 15% target bonus.

Interested candidates please contact Drew Humphrey at dh@executiveresourceconsultants.com.

Information Technology Opportunities in Northern CT
Relocation Assistance provided

Be a part of a luxury retail support environment at Retail Brand Alliance. Our brands include Brooks Brothers, America’s legendary retailer for nearly two centuries, Carolee, premiere fashion jewelry and Adrienne Vittadini, the spirited women’s luxury lifestyle brand.

Our Enfield, CT Support Center is home to our Finance, Information Technology and Human Resources departments. We are seeking IT Professionals to join our team!

Web Developers (UGRAD OR MBA)

- Develop and add functionality to our web site using Java, Interworld, SQL and HTML to support the Marketing team as it relates to promotions and events
- Review web site functionality using Web Browsers such as Internet Explorer, Firefox, Safari, AOL and Netscape on PC and Mac platforms to ensure smooth transactions and customer satisfaction
- Test and source control objects to ensure all time sensitive changes occur, as well as educate Mac users on how to do the same
- SQL server required. Experience with ASP or JAVA development. Exposure to Interworld, WebLogic, JRUN, or JBOSS a plus

**Programmer (UGRAD OR MBA)**
- Design applications & write code that support our E-Commerce & Intranet sites
- JAVA, HTML, JSP or ASP experience preferred
- Interworld Applications experience a plus

**Level 3 Help Desk Support (UGRAD)**
- Provide assistance to Retail Stores in the diagnosis and resolution of hardware and/or software register problems
- Respond to questions/problems from RBA’s Field and Support Center population of 1000+ PC/Laptop users
- Ensure protocol for call escalation is followed

**Systems Administrator (UGRAD OR MBA)**
- Provide Home Office Windows Server Installation for active directory and email
- Responsible for administration of Active Directory, MS Exchange, Anti-virus applications, Backups, and DMZ
- Provide assistance to critical business systems environments such as Ecommerce and the Help Desk
- Microsoft Certified Systems Administrator (MCSA) certification required
- Experience with MS Exchange and Active Directory
- SQL Server and Oracle knowledge a plus

**Store Enterprise Systems Administrator (MBA)**
- Responsible for operation of store and back office environments including Servers, Clients, Point of Sale and Intranet
- Build and maintain software images
- Conduct system testing on new operating software, images, and software components
- Microsoft Certified Systems Administrator (MCSA) certification required

**ADDITIONAL IT OPENINGS – HOT OFF THE PRESS!!!**
We will also be adding three IT positions to support our International department. We are looking for a **Manager**, **Specialist** and **Analyst**.

We offer an attractive compensation package including salary and bonus potential, comprehensive benefits including 401(k) and pension plans, and a generous merchandise discount. Submit resume to: Retail Brand Alliance; Attn: Recruiter; 100 Phoenix Avenue, Enfield, CT 06082; Fax: 860-741-3171; Email: hr@retailbrandalliance.com. EOE.

**Position Title**: Analyst, Drug/Alternate Channels  
**Department Name**: Drug/Alternate Channels  
**Supervisor/Manager Title**: Sr. National Account Manager, Drug/Emerging Channels

**Primary Purpose of this position:**
Provide support for the National Accounts Manager in managing all Playtex Brands at one of the top Drug Accounts (Walgreens, Brooks - Eckerd & Rite Aid or CVS). Provide promotional analysis/assessment of Playtex volume trends, distribution, promotional events and competitive promotion activity. Data collection will be a key role.

There will be contact with Category Management. This position will be responsible for managing and accounting for Siebel trade funds, as well as assisting in monthly forecasting. Account contact will be involved at the planner, re-buyer and warehouse manager levels as well as with Playtex Customer Service.

Positions will be located in account cities, both in the Chicago area and in Westport, with total access to all of the resources and facilities available.

**Essential Functions:**
- Work with National Accounts Manager in providing promotional evaluation for Playtex events and competitive brands to assist in development of account specific promotional initiatives. (20%)
• Work with National Account Manager to provide accurate forecasts & special pack projections to Trade Development/Sales Planning Department. (20%)
• Work with national account managers in analyzing all aspects of the business and develop account specific plans to achieve key team initiatives. (20%)
• Develop monthly business updates to effectively monitor base consumption/new items and communicate to division and sales planning. These would entail extensive use of Analyzer, Nielsen and associated account-specific reports (20%)

**Experience/Education required:**
2-3 years minimum experience in the Consumer Packaged Goods Industry or college degree

**Skills and Abilities required:**
• Ability to assimilate and interpret data from various sources; i.e., syndicated, demographic, consumer
• Excellent communication and analytical skills
• Ability to manage multiple projects and priorities
• Strong organizational and problem solving skills
• Expert in Microsoft Excel
• Proficient in PowerPoint, Word, Access, Nielsen (will train)
• Proficient in use of Siebel (will train)

Playtex Products, Inc. is an Equal Opportunity Employer. M/F/D/V. Please note that we will only respond to candidates that meet our qualification criteria and consider an applicant an individual who completes and submits a formal application.

If interested, please email resume to:
Jenelle Caiola
Associate Manager - Sales Planning
Drug & Alternate Channels
jcaiola@playtex.com

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**Lumenos**

A new company, Lumenos, a subsidiary of Wellpoint, is seeking 2 Account Executives. One Account Executive will be based locally and the other in Southern California.

**Job Qualifications are:**

1. 7-10 years of managing national accounts (5,000 + employer groups)

2. Bachelors degree (masters preferred)

3. Experience working in the health care industry

If you would like to join their team or would like more information, please e-mail Marcelo Wright your resume at: marcelowright@gmail.com.

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**Amphenol Corporation**

Posted 03/29/06

A new company, Lumenos, a subsidiary of Wellpoint, is seeking 2 Account Executives. One Account Executive will be based locally and the other in Southern California.

**Job Qualifications are:**

1. 7-10 years of managing national accounts (5,000 + employer groups)

2. Bachelors degree (masters preferred)

3. Experience working in the health care industry

If you would like to join their team or would like more information, please e-mail Marcelo Wright your resume at: marcelowright@gmail.com.
Job Title: Senior Internal Auditor
Department: Internal Audit / Corporate Controller’s Group
Reports to: Director of Financial and Operational Audit

Job Summary:
Responsible for the integrity of the internal accounting controls and financial reporting in accordance with U.S. GAAP and SOX 404. Coordinate efforts with 40+ domestic and international divisions to ensure compliance and quarterly reporting on operational controls. Travel to divisions worldwide, approximately 30% domestic and international, to work with local management and perform testing of controls and update documentation of the control environment. Be liaison with the outside auditors for any required documentation. Specific responsibilities include:

• Perform monthly on site audits of operating units (Approx- 30% travel).
• Review Sarbanes Oxley section 302 quarterly certificates.
• Review compliance with Amphenol Corporation Policies and Procedures.
• Observe performance of semi-annual hard close procedures and assist in follow up of control points.
• Follow up on compliance with external auditor’s control recommendations.
• Review interim financial information, including 10-Q and management adjustments.
• Review acquisition accounting and visit newly acquired divisions to document control environment.
• Assist in year end external audit.

Minimum Education, Experience, and/or Skills Required:
• Bachelors degree in Accounting
• 3-5 years of related audit experience
• Strong organizational and communications skills
• Above-average knowledge of Microsoft Office products, especially Excel

EOE M/F/V/D

If interested, please email your resume to (note that resumes should be emailed as word attachments and cover letters are not mandatory but the email subject line should indicate the job title):

Mai Goda
HR Representative
Amphenol World Headquarters
358 Hall Avenue
Wallingford, CT 06492
mgoda@amphenol.com

Posted 03/29/06
Tax Credit Equity Business Group
Department(s): Sales & Portfolio Mgmt; Finance
Position: Financial Analyst
Job Title: Associate

Support Product and Portfolio Managers in developing and structuring new tax credit investment offerings, and perform analyses required to sell and manage current funds.

Principal Tasks:
• Provide analytical support for developing guaranteed and unguaranteed tax credit investment structures (“TC Funds”).
• Generate investor benefit schedules for TC Funds.
• Prepare due diligence packages for investors, and provide general back-up to Portfolio Managers during due diligence phase.
• Prepare analyses for presentations to MMA Financial’s Capital Committee as necessary, and coordinate compilation and distribution of packages to committee members.
• Provide support to sales staff as required.
• Provide general analytical support to Product Managers for existing portfolio analyses.

**Necessary Criteria:**
Candidate must have excellent analytical and organizational skills. High level of expertise with Excel (Visual Basic a plus) and MS Word required. Excellent verbal and written communication skills are necessary. Must be able to excel in a fast-paced, complex work environment and work well with others.

Bachelor’s degree and 1-3 years experience (preferably with finance) required. Experience with either real estate or corporate taxation a plus.

If you are interested in the position, please send your resume to:
Kurt P. Ochalla
Vice President
MMA Financial
101 Arch Street, 13th Floor
Boston, MA 02110-1106
kochalla@mmafin.com

*Posted 03/17/06*

This position is through an accounting/finance search firm.
Analyst, Corporate Accounting – South Western CT

Direct involvement and accountability for corporate accounting activities including:

• Recording and analysis of hedging and derivative activities, including effectiveness testing (SFAS 133)
• Monitoring Insurance accounting and reserve adequacy and captive insurance company activities
• Monitoring of Corporate Tax activities (SFAS 109)
• Monitoring of fixed asset accounting
• Monitoring and analysis of pension/OPEB domestic and international accounting (SFAS 87/106)
• Periodic SEC reporting requirements relating to above primary responsibilities, including the development of footnotes to the financial statements.
• Review of 11-K and pension statutory financial statements
• Perform periodic corporate balance sheet reviews
• Act as accounting liaison to the Treasury, HR, Tax and Risk Management groups - provide technical advice and services on functional related issues
• Review and update of internal controls policies and procedures, maintaining compliance as required for Sarbanes Oxley 404
• Participation in balance sheet reviews of the businesses, as needed
• Independently handle activities, including general on-going accounting, reporting and analysis as it relates to primary responsibilities and special assignments.

BS/BA in Accounting is required. A degree in Finance (or other area of business) is acceptable, but candidate must have 3+ years of public accounting experience as well. CPA is preferred.

Competitive salary and benefits package.

Interested candidates should send a resume and salary requirements to bluma@superior-sdc.com.

If you have any questions, please contact:
Amy Jeanty-Blum
On-Line Advertising Manager

PopularMechanics.com’s Online Advertising Manager is responsible for managing the development and growth of all revenue generation for Popular Mechanics magazine’s web site. The Online Advertising Manager is to create valuable relationships within the interactive advertising community as a means of growing business opportunities, as well as manage the advertising sales team’s and selling directly. The Online Advertising Manager works in tandem with the Popular Mechanics marketing team to generate integrated marketing programs to leverage the assets of the magazine and web site, as well as implements tactics to increase the amount of traffic coming to PopularMechanics.com through continued site development, search engine optimization, growth of our email newsletter databases, reciprocal links programs, and partnered promotions.

Responsibilities include:
• Developing marketing strategy in conjunction with management to increase sales
• Providing effective leadership and training for the advertising sales team on online initiatives
• Creation of sales materials including media kit, sell sheets and marketing efforts that further the sales strategy for PopularMechanics.com
• Assisting advertising managers in RFP process for all merchandising/program requests involving PopularMechanics.com
• Leveraging existing Popular Mechanics assets to create integrated marketing programs and increase online sales

For more information or if you are interested in the position, please contact:

Bill Congdon
PUBLISHER
Popular Mechanics
212-649-2871 office
917-549-0379 cell
wcCongdon@heast.com

Milliman Care Guidelines
Manager of Strategic Accounts
Roles and Major Responsibilities

Reports to: Sales and Marketing Director

The Manager of Strategic Accounts will be responsible for working in close partnership with the Regional Sales Executives, and is responsible for our customers’ success with Milliman Guideline products, helping to insure that the customer’s overall experience with the Milliman Guidelines is favorable, and that the customer renews their relationship with Milliman upon expiration of their current license.
Responsibilities include:
- Developing and supporting the relationship between The Milliman Guidelines and the individual customer, through consistent, meaningful, face to face, account calls, with various VP and above level decision makers at client organizations.
- Assisting the customer in maximizing the various Milliman products they currently use, and working jointly with the customer to identify areas of need where additional Milliman Guideline products or technology may enhance attainment of their business goals.
- Increasing sales volume through account penetration, and thus identifying realistic new business opportunities.

Requirements:
- Ability to maintain close, collegial, productive working relationship with other Guideline departments, including Client Services (accounting and licensing), and Fulfillment, as well as the Milliman USA Clinical Consultants, Board members, and Practice Leaders.
- BA or BS required, MBA preferred.
- 10-15 years required working with Managed Care Organizations, or Large Enterprise Wide Health Care software systems.
- Assertive, results oriented style with history of over-achievement.
- Ability to work long hours, in a results oriented, fast paced, team environment
- Ability to manage multi task operations/projects
- Ability to prioritize, and consistently meet deadlines.
- Excellent project management skills
- Ability to travel 50-60%

Equal Opportunity Employer

The position covers the Mid-Atlantic region but can be based in CT (or anywhere in the East Coast). Although it requires some travel, the base pay is $90K, with bonus potential between $20-30K. Total first year compensation is $110,000 - $120,000.

If interested, please feel free to contact Dennis Salinas directly at the number below:

Dennis J. Salinas
VioSearch, Inc.
201.995.1988
dsalinas@viosearch.com
www.viosearch.com

Posted 03/01/06

Tax Analyst
Entry level
Federal & State Tax Compliance - West Hartford, CT

Your interest is tax accounting, your challenge is working with a diverse and complex issues yet a balance of life is what you crave. Join the fascinating corporate world where you'll be exposed to all areas of tax while enjoying a predictable schedule, the support of others and opportunities to develop your career reaching the goals and successes you deserve. You may even find yourself using our ample vacation time during the dreaded public accounting tax season.

Legrand North America, a $750 million group of Companies, part of Legrand, a $4 Billion global manufacturer of electrical wiring devices has an immediate opening for a Tax Analyst, Federal and State Income Tax Compliance, at their headquarters in West Hartford, CT.
The Position

Overall Responsibilities
• Prepare workpapers for tax returns and tax provisions, and prepare federal and state corporate income tax estimates, extensions and returns for a group of corporations conducting multi-state operations.
• Gather and analyze data, perform computations and prepare non-income tax returns and filings such as annual reports, licenses, sales tax.
• Maintain FAS 109 deferred tax inventory and provision support.
• Gather and analyze data to support periodic tax audits.
• Develop an understanding of the business operations of Legrand North America and a working relationship with financial and accounting management.
• Work with various tax, business and accounting personnel throughout the company to obtain and analyze data needed for tax compliance.
• Develop and maintain an in-depth knowledge of federal and state income tax laws, regulations, and current developments.
• Research income tax compliance-related matters.
• Develop an understanding of the structure, functionality and reporting capabilities of the corporate general ledger system and key tax software applications.

Education
• Bachelor’s degree required
• CPA or MBT desired

Work Experience & Qualifications
Entry level position
• Minimum one - two years of corporate federal and multi-state tax experience. Broad knowledge of federal and state income tax laws and regulations is recommended.
• Candidate must be hard working, a self-starter, performance-oriented and able to meet the demands of a diverse business environment in a timely, accurate, and efficient manner.
• Candidate must be able to handle multiple priorities, coordinate overlapping deadlines
• Excellent oral and written communication skills are required. Excellent analytical and organization skills are essential.
• Candidate must possess strong computer skills, including proficiency in Excel.

This is a great opportunity to use your skills and experience while enjoying the benefits of Legrand North America. Full medical, dental, 401K, vacation, 11 holidays and full tuition reimbursement.
Please call me directly if you would like to talk about this opening further. Nancy Anton, Corporate Recruiter for Legrand North America, 860-570-2805 or send resume to Nancy.Anton@legrandna.com You can see us at www.legrandna.com

Posted 02/24/06
Starwood Hotels & Resorts Worldwide, Inc.
Manager, Marketing Partnership
White Plains, New York

CLIENT INFORMATION
Starwood is one of the world’s largest hotel and leisure companies and a leader in the industry. We conduct our hotel and leisure business both directly and through our subsidiaries. Our brand names include St. Regis, The luxury Collection, Sheraton, Westin and Four Points by Sheraton. Through these brands, we are well represented in most major markets around the world.
RESPONSIBILITIES
The Manager, Marketing Partnerships will be responsible for managing a mix of travel partners like airlines, car rental and direct to consumer oriented partnership like Pepsi, Hewlett/Packard, etc. as well as managing in the overall execution of strategy and development of partner marketing initiatives.

QUALIFICATIONS
• Manage relationship for several key travel partners (mainly airlines) including implementation of marketing programs from program development to execution to tracking/reporting business results.
• Support the team in the management of multi-brand Starwood partners (non-travel). Implement marketing programs across Starwood’s brands
• Assist in developing a strategy for Starwood’s travel partners as it relates to each of Starwood hotel brands core value propositions and positionings. Identify key opportunities for growth.
• Work with existing third parties and partners to evaluate campaigns. Gather and present these findings to internal groups.
• Actively solicit and evaluate new partner marketing opportunities that come from either Starwood brands or 3rd parties.

SPECIFIC JOB KNOWLEDGE, SKILLS AND ABILITIES
The individual must possess the following knowledge, skills and abilities and be able to explain and demonstrate that he or she can perform the essential functions of the job, with or without reasonable accommodation, using some other combination of knowledge, skills, and abilities:

• Great communicator. The person must be willing and able to communicate with multiple internal and external groups and people in order to implement and evaluate programs
• Creative thinker. The person should have the desire to think outside the box about partners and how Starwood’s brands can work with outside companies.
• Aggressive and organized. This person should have a strong ability to get things done and have the organizational skills to work on multiple projects for multiple clients and/or brands

CONTACT
Jon Dietrich
Executive Recruiter
InSearch Worldwide
Starwood Hotels & Resorts Worldwide
1 Landmark Square
Stamford, CT 06901
Tel. 203-355-3023
jon.dietrich@starwoodhotels.com
dietrich@insearchworldwide.com
www.insearchworldwide.com

Posted 02/24/06
Starwood Hotels & Resorts Worldwide, Inc.
Manager, Partner Marketing
White Plains, New York

CLIENT INFORMATION
Starwood is one of the world’s largest hotel and leisure companies and a leader in the industry. We conduct our hotel and leisure business both directly and through our subsidiaries. Our brand names
include St. Regis, The luxury Collection, Sheraton, Westin and Four Points by Sheraton. Through these brands, we are well represented in most major markets around the world.

POSITION SUMMARY
Oversee and manage the partnerships for the Sheraton brand and the redemption and earning partners for Starwood Preferred Guest. Responsible for driving new SPG enrollments through partnerships

RESPONSIBILITIES
• Oversee and manage all marketing efforts associated with the Sheraton brand including current and potential partners
• Assist in developing new significant marketing partnerships with Sheraton in 2006 in the following categories: retail, automotive, lifestyle
• Oversee and manage all marketing efforts associated with Starwood Preferred Guest partners, including current earning partners (Ameritrade, Diner’s Club) and redemption partners (Hasbro, Conde Nast, Nordstrom, Amazon, Gap, Starbucks)
• Assist in developing significant marketing partnerships with Starwood Preferred Guest in 2006 focusing on experiential and aspiration promotions and packages
• Work with partners to develop Starwood Preferred Guest acquisition programs
• Manage monthly partner metrics that include Value In Kind, SPG acquisitions and any other financial remuneration to Starwood

SKILLS/COMPETENCIES REQUIRED
• **Strong relationship building skills:** Internally with multiple Starwood departments and externally with current and potential partners
• **Presentation skills:** Ability to present the brand vision, marketing ideas and insights to potential partners. Present new partnership ideas and updates internally to partner group and senior management
• **Analytic skills:** Determine which partnerships are the most successful based on pre-determined metrics and goals and share best practices across partnership team
• **Creative and strategic thinking:** Develop and implement new and creative ideas in a large-scale strategic way, versus one-off promotions
• **Self motivation:** Ability to work independently and make sound decisions
• **Organizational skills:** Ability to work on multiple projects and partnerships simultaneously.

CONTACT
Jon Dietrich
Executive Recruiter
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dietrich@insearchworldwide.com
www.insearchworldwide.com

 Posted 02/24/06  
Starwood Hotels & Resorts Worldwide, Inc.
Manager, Marketing Westin Hotels & Resorts
White Plains, New York
CLIENT INFORMATION
Starwood is one of the world’s largest hotel and leisure companies and a leader in the industry. We conduct our hotel and leisure business both directly and through our subsidiaries. Our brand names include St. Regis, The luxury Collection, Sheraton, Westin and Four Points by Sheraton. Through these brands, we are well represented in most major markets around the world.

POSITION SUMMARY
Increase Westin brand awareness/preference and drive bookings/revenue to properties by developing and executing promotions, national advertising, and collateral materials. This individual will work closely with internal departments (Partner Marketing, Revenue Management, Interactive Marketing, Operations) and external agencies (advertising, media, online) to ensure the successful and timely implementation of all advertising and marketing programs as well as the accurate measurement and analysis of results.

RESPONSIBILITIES
- Working with the outside agency, assist with the development of advertising creative. Provide input and direction for each execution across a range of media channels. Ensure timely review and approval to meet all production deadlines.
- Work with offline and online media agencies to determine advertising placements based on overall budget. Assist in optimizing spend across media channels. Manage creative rotation and media insertion schedule in conjunction with the agency.
- Develop, plan and implement national promotions intended to drive revenue to need hotels and/or increase brand awareness. Work closely with Revenue Management, Field Marketing teams, and others to determine optimal offer and participation. Liaise with Operations team to ensure accurate set-up and execution. Determine optimal channel mix and spend for each promotion and assist in the development of all creative.
- In cooperation with Rev Mgmt, Interactive marketing, and other departments, report on the success of each promotional effort and make recommendations for future efforts.
- Work with Creative Services on the development of in-room and in-hotel collateral as needed to promote new Westin guest experience initiatives, etc.
- With Partnership Marketing team, solidify strategic relationships that support, lend credibility, and enhance key Westin initiatives (i.e. Spa, Fitness, Music, Scent, Weddings, etc.)
- Assist in the development of an on-going PR and event strategy at the local, divisional and brand levels that support Westin’s brand positioning.
- Assist in the development of Budgets and Forecasts.

SPECIFIC JOB KNOWLEDGE, SKILLS AND ABILITIES
The individual must possess the following knowledge, skills and abilities and be able to explain and demonstrate that he or she can perform the essential functions of the job, with or without reasonable accommodation, using some other combination of knowledge, skills, and abilities:

- Strong advertising/media background
- Experience in online marketing
- Experience managing external vendor relationships (including agencies) and work with various internal departments to develop and implement marketing programs.
- Strong project management skills and the ability to multi-task
- Strong analytical and financial management skills
- Ability to work well under tight deadlines
- Excellent written and oral communication skills
- Strong interpersonal skills
- Proficient in MS Word, Excel, Powerpoint

QUALIFICATION STANDARDS
Education: BA/BS required, MBA preferred
Experience: Minimum 3-5 years
Licenses or Certificates: None required

CONTACT
Jon Dietrich
Executive Recruiter
InSearch Worldwide
Starwood Hotels & Resorts Worldwide
1 Landmark Square
Stamford, CT 06901
Tel. 203-355-3023
jon.dietrich@starwoodhotels.com
dietrich@insearchworldwide.com
www.insearchworldwide.com

Aetna Foundation

Posted 02/09/06

Functional Title: Program Associate
Requisition #: 10265
Department Name: Corporate Public Involvement – Aetna Foundation
Position Location: Hartford, CT
Pay Opportunity: $40,000 - $50,000
Exempt/Non-Exempt (FLSA): Exempt
Full-Time or Part-Time: Full-time

Job Responsibilities
This job contains responsibilities in tow areas within Corporate Public Involvement/Aetna Foundation: (1) financial/operation and (2) program. [The emphasis is on the first component.]
(1) Primary job responsibilities are to provide accounting, budget and information technology assistance to the department under the guidance of CPI Managing Director. Will act as budget coordinator for department, handling financial payments, budget analysis and reconciliation of the foundation and corporate budgets. Will assist in the annual operating and philanthropic budget planning process for Corporate Public Involvement and the Aetna Foundation, and will assist in the preparation of financial and management information. Under the guidance of CPI management, in a team environment, provide increased administrative and technical support for the all grant programs and assist in the development, promotion and implementation of other philanthropic initiatives.
(2) Program related job responsibilities include tactical implementation of philanthropic program(s) from launch to close; grant, fiscal and systems administration for assigned programs; grant review and analysis in adherence with established guidelines; information management and reporting; communicating and building relationships with internal and external audiences; and grant promotion /communications.

Skill or Experience Requirements
• College degree; 3-5 years relevant financial related experience.
• Experience in expense payment processing, general ledger account reconciliation and associated system (Oracle, IFS). Solid, practical experience with Microsoft Excel required as well as other Microsoft products (Word, PowerPoint, etc.). Experience in financial statement preparation or budgeting a plus.
• Exceptional project management and organizational skills to execute plans; attention to detail.
• Solid communication skills, written and verbal, and the ability to effectively manage diverse assignments.
• Adaptability and flexibility. Able to meet deadlines within the context of continually changing priorities and to shift direction with ease.
• Ability to translate strategies and design into action.
• Collaboration and teamwork, yet able to work independently to achieve desired results. Some supervision is required.
**Additional Job Information**

We are seeking a self-motivated professional to join CPI’s dynamic and high productivity environment. This full-time exempt position requires a five-day work week with frequent work outside of the core business day. Overtime may be required during year-end reporting or other peak periods. Corporate Public Involvement and the Aetna Foundation mission are twofold: to improve the quality of life in communities we serve, while contributing to our corporate business strategies through strategic philanthropy.

For more information, please contact Kevin B. Taylor in the Business Placement office at (860) 486-9475 or Kevin.Taylor@business.uconn.edu

Posted 02/03/06

Stamford, CT
Immediate position for recent grads & alumni

If interested, email resume in word attachment to:
Lorraine.Liswell@business.uconn.edu

**McLagan Partners – Analyst**

McLagan Partners, a subsidiary of Aon Consulting, has long been recognized by the world’s top financial services firms as the leader in providing benchmarking products and consulting and advisory services. Our proprietary studies and market insights help our clients make important business decisions and take action. In specific, McLagan provides data and consulting services to management that allows them to more effectively manage their staff.

At McLagan Partners, we leverage:
- **Our people** – teams with broad financial services industry knowledge, a management perspective, and deep consulting expertise.
- **Our focus** – we work exclusively within the financial services industry.
- **Extensive proprietary data resources** – encompassing ongoing compensation, institutional and retail market share, and cost surveys.
- **Innovative and customized analytics** – for developing market insights from our proprietary data.
- **The highest ethical and professional standards** – and a strict code of confidentiality that binds, reciprocally, all information exchanged between our Firm and our clients.
- **Long-standing client relationships** - many of our key client relationships extend back 30 or more years.

A career at McLagan Partners is intellectually challenging, financially rewarding and provides the ongoing sense of accomplishment that accompanies the completion of each and every assignment.

McLagan Partners offers:
- An engaging environment and the opportunity to learn from experienced peers and thoughtful and knowledgeable clients.
- The opportunity to advance your career based on the quality and creativity of your work.
- Affiliation with a financially successful firm that shares that success with those who contribute to it.

At McLagan Partners, we look for people who:
- Ask questions and find answers.
- Enjoy working as a member of a team to understand client needs.
- Have the desire and drive to break new ground.
- Operate with the highest level of integrity.

Analysts support client teams on multiple assignments related to our benchmarking products and consulting engagements. Specific responsibilities include:
- Working with consultants to update survey program design and expand coverage. Reviewing survey submissions for accuracy and quality.
- Preparing special reports and analyses and helping to present insights.
- Conducting research on financial services industry business trends.

Requirements for the position include:
- Excellent oral and written communication skills.
- Creative and proactive problem-solving skills.
- Ability to work independently and on a team on multiple projects.
• Strong mathematical and/or analytical skills.
• Ability to manage multiple assignments.
• A Bachelor's Degree - or equivalent work exp.

Equal Opportunity Employer committed to a diverse work force. M/F/D/V

Posted 02/01/06

Entry Level Operations Assistant Description

Ideal candidate will have minimum of a bachelor’s degree and a strong desire for a career in the financial services industry. This position will offer the right person significant opportunity to develop professional skills and also achieve financial benefits. The personal traits this position requires include, but are not limited to the following:

1. Strong work ethic;
2. Ability to learn to solve problems quickly and logically;
3. Willingness and desire to advance knowledge through professional training completed off the clock;
4. Familiarity with computers and no fear of learning new applications;
5. Willingness to work flexible hours on short notice;
6. Understanding that significant advancement and financial rewards will take time;
7. Works well in a group environment;
8. Will complete tasks efficiently and completely;

Potential Duties:
1. Responsible for all UBS account paperwork (gather, deliver, follow up, input);
2. Prepare for client meetings;
3. Participate/record notes from client meetings/conference calls;
4. Generate/mail Pace proposals;
5. FGA preparation;
6. Coordinate files with FGA and UBS records;
7. Submit/track expenses;
8. Reorganize and improve filing system;
9. Handle projects as they arise; for example, class action filings.

Compensation for this position will be the basic UBS sales assistant salary and benefits program. Bonus potential.

UBS is one of the world’s leading financial firms. We are

one of the world’s leading wealth management businesses
a global investment banking and securities firm
a leading asset manager
the market leader in Swiss retail and commercial banking

Our first priority is our clients’ success. As an integrated firm, UBS creates added value for clients by drawing on the combined resources and expertise of all its businesses. As an organization, UBS combines financial strength with a global culture that embraces change.

Interested applicants please forward resume to mrousseau@gmail.com

Date Posted 1/23/06

Slade & Company LLC

ACCOUNTANT - Small CPA firm looking for professional, dedicated individual with BS degree in accounting; entry level to five years experience. Competitive salary and benefits including 401(k) are
offered to individuals who appreciate the wide range of experience available at a small, high quality CPA firm. Forward resume to Jbourassa@Sladeco.com or send to Slade & Company LLC, 333 East River Drive, East Hartford, CT 06108.

Private Client Resources LLC

Date Posted 1/23/06
Deadline 03/31/06

Title: Manager, Relationship Management

Reports to: Managing Director, Relationship Management

Compensation: $100 - $150K + Bonus

Private Client Resources LLC is an investment information services company focused on the high wealth community. PCR consolidates financial information for financial advisors, private banks, individuals and family offices. Information is updated daily and presented in a globally encrypted web environment, customized to exacting specifications for each customer. PCR does not give financial advice, sell financial investment products or provide broker services.

Broad Function

Enhance Private Client Resource’s client relationships with high wealth customers, serviced as individuals or through financial advisors, family offices or banks. Conduct periodic reviews and improve clients’ use of the PCR’s products and services, including proactive communications, internal advocacy and soliciting on-going feedback. Provide added-value benefits that encourage high-end clients to leverage PCR’s full range of products and services and expand revenue opportunities.

Responsibilities

• Maintain and enhance existing client relationships, promote internal relationships across the Company and seek opportunities to generate revenue within the client base.
• Conduct client reviews via on-site visits, executive meetings and conference calls to evaluate their product & services use; refine an understanding of clients’ wants and needs and initiate correction action to maintain performance excellence and client satisfaction.
• Serve as the sponsor and internal PCR advocate on all client projects to ensure PCR completes and successfully implements accurate and on-time client projects.
• Develop a strong interface with the Client Services, IT and Operations teams focused on product usage, information delivery, client satisfaction and website availability.
• Serve as the key liaison across PCR to proactively communicate and monitor project implementation, service delivery schedules and product issues.
• Support the development, monitoring and communication of performance standards to facilitate real-time understanding, management and resolution of data quality issues.
• Provide regular status reports on projects to the client and PCR management.
• Maintain up-to-date and grow financial services knowledge base for advisors, the high wealth community and the financial markets.

Qualifications:

• BA or BS in Finance or related discipline, MBA preferred, plus 7+ years’ financial advisory experience developing, managing and retaining client relationships specifically in the high wealth management space.
• Must be able to travel at least 25% and work at client sites.
• Demonstrated ability to manage multiple priorities with a sense of urgency and respond to diverse workloads/schedules through effective program management -- proposal development through implementation.
• Demonstrated conceptual, analytical/problem solving skills and effective communications skills (oral, written and presentation).
• Strategic thinker with practical, real world, relationship management experience in financial advisory environments.
• Effective negotiator and innovative deal-maker, who can effectively leverage company products, services and capabilities to establish and maintain win/win partnerships.
• Results orientation with strong interpersonal skills to develop quick rapport, build credibility and cultivate business partnerships with executive leaders. Assertive leadership style.
• Effectively markets the synergy between PCR’s business and clients’ needs to present a single company image to customers for products and services.
• Exhibits versatility, flexibility, creativity and resourcefulness with sound business acumen to create synergy among diverse groups, manage multiple projects and achieve strong results.
• Demonstrated willingness and ability to do whatever it takes to get the job done.
• Working knowledge of investments -- marketable and alternative, including estates, trusts, partnership structures, tax planning and reporting functionality.
• Demonstrated exceptional commitment to meet clients’ priorities.

Contact:
hr@pcrinsight.com

Date Posted 1/23/06        Private Client Resources LLC
Deadline 03/31/06

TITLE: Managing Director, Sales
REPORTS TO:  CEO & President
Compensation: $250 - $300K + Bonus

Private Client Resources LLC is an investment information services company focused on the high wealth community. PCR consolidates financial information for financial advisors, private banks, individuals and family offices. Information is updated daily and presented in a globally encrypted web environment, customized to exacting specifications for each customer. PCR does not give financial advice, sell financial investment products or provide broker services.

BROAD FUNCTION:
Lead and direct PCR’s sales, processes and activities by maintaining a consistent corporate image across all product lines, promotional materials and business events with a strong record closing multiple $2+million contracts with large private banks and financial institutions. Develop strategic consultative selling strategies, identify sales forecasts, set pricing, establish promotion plans and implement sales programs targeting current and new markets to achieve favorable profit/loss ratio and grow market share related to preset standards, plus industry, market and economic trends.

RESPONSIBILITIES:
• Market PCR’s products and services to achieve annual business goals by closing multiple $2+M contracts with large banks and financial institutions.
• Apply statistical analyses to market & sales data and develop strategic plans and specific sales forecasts for individual sales team members, targeted clients, products & services; review initial forecasts and evaluate/adjust based on past experience.
• Lead Product Development and execute product positioning, packaging and pricing strategies to achieve long-term market share.
• Complete analyses, using industry-specific data, marketing conditions and relevant sales trends, that consolidate results to deliver regular weekly, monthly and annual sales reports on sales figures, showing sales volume, potential sales and areas of proposed client base expansion.
• Lead the management team and obtain consensus on the design, development and implementation of special projects intended to investigate strategic business initiatives and alternatives.
• Build the sales team’s technical, product-related knowledge base, including consultative sales techniques and modify sales processes to align with market and economic identify trends to continuously win new clients.

• Serve as a primary PCR spokesperson at business events to promote company products & services; meet with clients to assist the sales team with maintaining relationships and closing deals.

• Own the client development sales budget aligned with operations requirements, budget control objectives and business plan.

• Staff, train and monitor the sales team’s effectiveness to achieve and maintain high levels of sales performance.

• Meet rapidly changing demands of the business by providing real time information to maintain the competitive advantage

• Establish and maintain relationships with industry influencers and key strategic partners.

• Lead an effective sales team by providing a solid sales management foundation, including proposal review, pricing, contract commitments, operations requests, expense account management and project tracking from the actual sale through Client Services and Operations to final report delivery for the client.

• Create and improve key processes and systems that affect sales management activities.

• Manage PCR’s sales incentive and commission programs to promote quality sales results.

QUALIFICATIONS:

• Results-oriented, highly competitive, proactive, rainmaker, sales professional who does whatever it takes to get the job done.

• BS in business or related discipline, MBA preferred, and 10+ years’ solid sales operations experience with a financial advisory firm selling to major clients – high wealth management firm experience is preferred.

• Demonstrated ability to navigate through large company bureaucracy and establish and maintain business relationships with key decision makers.

• Working knowledge of consultative sales process and strong record of closing multiple $2+million contracts.

• Demonstrated ability to manage multiple programs/projects and respond to diverse workloads/schedules through effective program management.

• Demonstrated conceptual, analytical/problem solving skills and effective communications skills (oral, written and presentation).

• Strong interpersonal skills and team orientation to develop quick rapport and credibility with the sales team and cross functional organizations.

• Demonstrated capacity to deal effectively with all levels of employees--assertive vs. aggressive.

• Practical, real world sales management skills with strong orientation aligning systems and processes with corporate business strategies.

• Exhibits versatility, flexibility, creativity and resourcefulness with sound business acumen to create synergy among diverse groups and achieve quality results.

Contact:
hr@pcrinsight.com
Private Client Resources LLC

Date Posted 1/23/06
Deadline 03/31/06
Title: Director, Relationship Management Development
Reports to: Managing Director, Institutional Relationship Development
Compensation: $100 - $150K + Bonus

Private Client Resources LLC is an investment information services company focused on the high wealth community. PCR consolidates financial information for financial advisors, private banks, individuals and family offices. Information is updated daily and presented in a globally encrypted web environment, customized to exacting specifications for each customer. PCR does not give financial advice, sell financial investment products or provide broker services.

Broad Function

Develop, retain and grow broad-based, client relationships for high wealth customers, serviced as individuals or through financial advisors, family offices or banks. Increase PCR’s market share in the high wealth management arena and ensure superior levels of client satisfaction by delivering quality products and services. Influence the attraction for PCR’s full range of products and services offerings to high-end clients. Manage clients from a strategic level to expand revenue opportunities within their existing client base.

Responsibilities

- Serve as the key PCR contact with the client’s decision maker.
- Maintain and enhance existing client relationships, build strong internal relationships across the Company and seek strategic opportunities to generate revenue within the client base.
- Conduct client reviews via on-site visits, executive meetings and conference calls to evaluate their product & services use; refine an understanding of clients’ wants and needs and initiate corrective action to maintain performance excellence and client satisfaction.
- Serve as the sponsor and internal PCR advocate on all client projects to ensure PCR completes and successfully implements accurate and on-time client projects.
- Develop a strong interface with the Client Services, IT and Operations teams focused on product usage, information delivery, client satisfaction and website availability.
- Provide support to build effective cross functional cooperation across departments to complete data gathering tasks and actively participate with work teams or assign team members to specific tasks and monitor progress toward results.
- Develop and document new processes and procedures that support productivity and efficiency.
- Serve as the key liaison across PCR to proactively communicate and monitor project implementation, service delivery schedules and product issues.
- Support the development, monitoring and communication of performance standards to facilitate real-time understanding, management and resolution of data quality issues.
- Participate in the selling process including RFP, presentations and developing win/win outcomes.
- Provide regular status reports on projects to the client and PCR management.

Qualifications:

- BA or BS in Finance or related discipline, MBA preferred, plus 12+ years’ financial services experience developing and managing client relationships specifically in the high wealth management space.
- Must be able to travel up to 25% and work at client sites.
- Demonstrated ability to manage multiple priorities with a sense of urgency and respond to diverse workloads/schedules through effective program management -- proposal development through implementation.
• Demonstrated conceptual, analytical/problem solving skills and effective communications skills (oral, written and presentation).
• Strategic thinker with practical, real world, relationship management experience in financial services environments.
• Effective negotiator and innovative deal-maker, who can effectively leverage company products, services and capabilities to establish win/win partnerships.
• Results orientation with strong interpersonal skills to develop quick rapport, build credibility and cultivate business partnerships with executive leaders. Assertive leadership style.
• Effectively markets the synergy between PCR’s business and clients’ needs to present a single company image to customers for products and services.
• Exhibits versatility, flexibility, creativity and resourcefulness with sound business acumen to create synergy among diverse groups, manage multiple projects and achieve strong results.
• Working knowledge of investments -- marketable and alternative, including estates, trusts, partnership structures, tax planning and reporting functionality.
• Demonstrated exceptional commitment to meet clients’ priorities.

Contact:
hr@pcrinsight.com

Private Client Resources LLC

Date Posted 1/23/06
Deadline 03/31/06

Title: Senior Director, Operations
Reports to: CEO & President
Compensation: $150 - $200K + Bonus

Private Client Resources LLC is an investment information services company focused on the high wealth community. PCR consolidates financial information for financial advisors, private banks, individuals and family offices. Information is updated daily and presented in a globally encrypted web environment, customized to exacting specifications for each customer. PCR does not give financial advice, sell financial investment products or provide broker services.

Broad Scope
Direct Private Client Resource’s overall back office operations and provide leadership to develop and implement business strategies aligned with short and long range plans for operations to deliver consistent quality services for clients. Demonstrate an entrepreneurial spirit and participate in the development of PCR’s strategic plans and business goals to effectively lead and manage various processes, procedures and projects that require cross-functional interfaces. Analyze and manage business needs for technical projects, serve as a subject matter expert on business operations issues for PCR’s proprietary information systems, manage risks, improve efficiency and recommend operations enhancements. Direct operations related to the production, pricing and distribution of the company’s information services’ products. Serve on the executive team to leverage the most efficient and effective methods to accurately aggregate wealth data, including securities, hedge funds, personal use assets, options and mutual funds.

Responsibilities

• Direct the operations work flow to ensure the achievement of business goals and established performance standards using a proactive participative leadership style rather than a reactive crisis management process.
• Review performance data measuring productivity and goal achievement to identify areas for improvement
• Establish and implement operations systems, processes, policies, goals and objectives based on quality processes, such as Six Sigma or Zero Defects.
• Determine staffing needs -- recruit, hire and train new hires
• Monitor businesses and vendors to ensure they effectively provide needed services with the best quality within budget limits
• Serve as a change agent and cross functional team builder to facilitate the achievement of business goals by leading and mentoring team members, ensure deliverables are met, proactively communicate project status and rebalance team assignments
• Recommend and develop supporting documentation for capital expenditures and asset redeployment activities
• Develop recommendations for the department's operating budget guidelines regarding all expenses and manage daily business activities within budget

**Qualifications - Required**

• Bachelor's degree in Business or related field, plus CFA or MBA and Series 7, plus 15+ years' experience with a financial services or financial advisory firm and 8 years leading its back off operations organization. MBA preferred.
• Demonstrated ability to develop and maintain effective work relationships with business executives and teams across multiple geographies to execute complex projects with solid deadlines
• Strong working knowledge of Accounting processes and principles -- CPA preferred.
• Effective time management skills with the ability to multi-task effectively in a fast-paced business and perform in a high-volume, deadline-driven production environment.
• Demonstrated ability to seamlessly integrate operations functions with new products and services.
• Strong communications skills -- written, oral & presentation with demonstrated ability to effectively reach all levels of employees and management
• Demonstrated experience creating and implementing solutions to maximize efficiency and controls through leadership, training and systems enhancements; strong facilitation and project management skills
• Demonstrated business acumen and solid process orientation, including integrating and standardizing internal controls and streamlining processes and procedures.
• Demonstrated capability to direct, analyze and set priorities to develop creative production solutions and respond swiftly to customers' needs and/or requests
• Working knowledge of file transmissions and the technical aspects of operations processing to support portfolio management systems
• Demonstrated ability to recruit, train, motivate and retain a quality staff and align team strengths with profitability, growth and consistent quality results
• Working knowledge of investments -- marketable and alternative, including estates, trusts, partnership structures, tax planning and reporting functionality.
• Customer-focused with the ability to effectively negotiate and resolve conflicts with a proven record achieving quality results on time and within budget.

**Preferred**

• Experience with a start-up, entrepreneurial 24x7 operations environment
• Best Practices expertise with wealth management platforms

Contact:
hr@pcrinsight.com

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**Date Posted 1/6/06**

**Senior Treasury Analyst**  
**Lower Westchester County**  
**Prestigious “Niche” Financial Services Organization**  
**Base Salary in the $55,000 to $65,000 range**

A highly successful, growing financial services organization is looking for an individual with a degree in Finance or Accounting and 1 to 3 years of experience to fill a high visibility, newly created position working for the VP of Finance.

Initially the job will be primarily involved in Cash Management issues including: daily balances, cash forecasts (short and long-term), Wire Transfers, bank compensation studies and analyses, funding, short-term investing, funds management, and operational controls.

This individual will also get involved in specific foreign exchange transactions.
If you are looking to join a successful, growing financial services organization in a position that has high visibility and great potential to learn and grow, please contact Meg Bradt at:

**BOND & COMPANY, Executive Search & Recruiting**  
10 Saugatuck Avenue  Westport, CT 06880  
Phone 203-221-4633  FAX -203-341-7729  Email – meg.bradt@bondandcompany.org

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**Steve Harvey Associates, Inc**

Steve Harvey Associates, Inc., a healthcare consulting firm, is pleased to have the opportunity to represent **New Britain General Hospital (NBGH)** in its search for a **Reimbursement Financial Analyst**. NBGH is a 330-bed, 32-bassinet hospital that counts among its staff nearly 400 community-based physicians. The NBGH system includes Bradley Memorial Hospital (84 beds), long term care and VNA facilities. NBGH is accredited by the Joint Commission on the Accreditation of Healthcare Organizations and has received national recognition for excellence in numerous areas, most recently being named one of the Top 100 hospital ICUs in the country by Solucient Leadership Institute.

The Reimbursement Financial Analyst is responsible for compiling and analyzing data for external regulatory and internal reporting. This includes performing financial analysis of operating results and variances from expected results, preparing revenue and allowance budgets, preparing OHCA filings and assisting in the creation of Senior Management and Board of Directors reports.

A bachelor’s degree in Accounting, finance or healthcare administration is required along with several years related healthcare work experience.

Please contact: Susan Carlow, VP, Steve Harvey & Associates, smc@sharveyassoc.com

Susan Carlow, VP

Steve Harvey & Associates  
smc@sharveyassoc.com  
(860) 828-2190

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Bohan & Bradstreet

Bohan & Bradstreet, an executive recruiting firm, has a variety of positions available with client companies. Opportunities for experienced candidates include: accounting, finance, manufacturing, human resources, information technology, sales and marketing.

For specific, current opportunities please see: www.bohan-bradstreet.com

Listings are updated regularly.