

Bohan & Bradstreet

Talent Acquisition Partners



BUILDING ORGANIZATIONS ONE CAREER AT A TIME

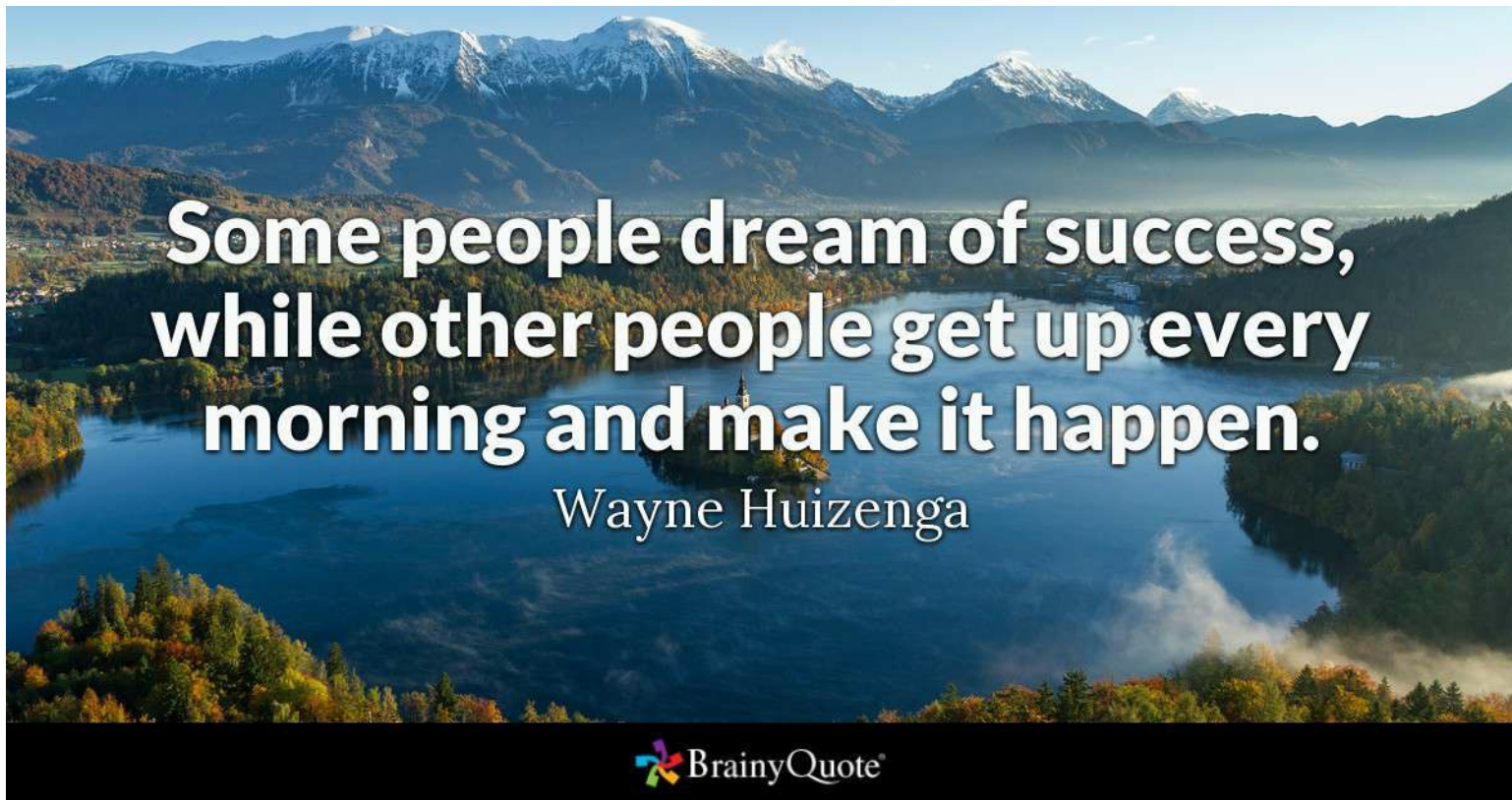
ACCOUNTING • BANKING • CUSTOMER SUPPORT •
ENGINEERING • FINANCE • GENERAL MANAGEMENT • HUMAN
RESOURCES • INFORMATION TECHNOLOGY • LEGAL • LOGISTICS
• MANUFACTURING • MARKETING • OPERATIONS • QUALITY •
RISK MANAGEMENT • SALES • SUPPLY CHAIN

2018 was a great year for the B&B team with goals surpassed including a record setting year for Ed Bradstreet and Bo Bradstreet who achieved a personal bests! Other highlights included celebrating the retirement of top recruiter Phil Pearlman, being named on 2018 Forbes Best List for Recruiting and Executive Search, acquiring 15 new client partnerships, and anniversary milestones including the 30 year mark for Office Manager Julie Briggs.

1st quarter 2019 hiring trends indicate a robust job market that is highly competitive for talent acquisition. Companies who actively market themselves to attract and engage talent will set themselves apart. Talented professionals are researching the reputation of companies and their teams to determine if it is a potential fit. Further, candidates are paying close attention to feedback on candidate experience prior to applying. According to KellyServices.com and LinkedIn:

- 75% of candidates research about firm's reputation and Employer Brand before applying for a job
- 83% of employers say that Employer Brand plays a significant role in their ability to hire talent
- 69% of candidates would not accept a job in a firm with a bad reputation even if that means being unemployed
- 97% of candidates who had a positive experience would refer others to apply
- 90% of global professionals are interested in learning about new job opportunities even though only 36% is actively looking

The B&B team is proactively targeting the talent pool to engage dialogue and market opportunities. Our proven track record of success brings the best people to the table for our clients while streamlining the hiring process.



New Opportunities:

VP Operations for a privately-held manufacturer that develops engineered products for aerospace, medical, and OEM markets, domestically and internationally. **This company experienced a record setting year in 2018 and the CEO has reinvested in the infrastructure, developed a high retention rate of employees, and set expectations for 2019 of 5-7% organic growth.** The culture is very proactive and empowering and this role will report to the President and partner with peers on strategic and tactical initiatives keying on development, implementation and management of stronger manufacturing and supply chain practices.

Inside Sales Representative for a privately-held manufacturer that completed a merger in 2018 and now is looking to grow 3X in the next 5 years organically and inorganically. The owner has committed to build a local state-of-the-art facility in 2019. The company has a Revenue/Employee ratio close to \$1 million per employee and recently added 3 new critical roles to support growth. Incumbent would lead the Inside Sales and Customer Service functions and drive business growth while ensuring a high level of customer support.

Controller for a company with revenues in the \$6M to \$10M range. **The ERP software is fully installed and the role will be exposed to all functions from product development and manufacturing to supply chain and sales.** Key responsibilities include all daily, monthly, and quarterly financial accounting including issuing weekly and monthly P/L statements.

Head of Capital Market Sales for a bank that is attracting top talent, investing in new enterprise-wide technology and data platforms, launching new products and solutions across multiple lines of business, re-engineering processes across all commercial activities to offer a better client experience and to improve employee efficiency and productivity metrics which is all tied to a comprehensive transformation focused on significant growth. This role will report to the President/CEO and serve to provide a strategic and advisory experience across all capital markets products, including alternatives and private placements, for bank's clients/investors. Incumbent will have accountability for the team's organizational effectiveness, strategic design, meeting growth objectives, product management, staffing, customer relationships and distribution/delivery.

Manufacturing Director for a privately-held manufacturer and distributor of OTC and prescription products. Company expectations are 8% organic growth due to new products and expanding markets. The CEO is looking for a hands-on business partner to lead manufacturing, supply chain and warehousing functions. **The company culture is very proactive, empowering and collaborative. This is a non-union, FDA compliant business that is reinvesting into their infrastructure to ensure customer satisfaction and support future growth.** The role includes leading manufacturing, purchasing and warehousing operations as well as recommending policies and programs and make improvements in operational processes to improve productivity, quality, deliverability, and profitability.

FEEDBACK



A recently retired President of a Global Manufacturer sent the following note:

""There comes a time when it just seems right to hand the wheel over to someone else and let them drive and for me that time has arrived. Yes, I have actually retired. But I could not walk away without thanking certain people who were instrumental in helping my career and you were pretty much at the top of the list. You helped me move my career forward with meaningful guidance / insights and of course placements. The companies and roles presented were building blocks that allowed me to grow by being challenged which led to new opportunities in and outside the companies. As I look back I recall your support during some trying times at Armstrong, and then the best placement at ASCOM Hasler. That led to terrific opportunities and eventually purchasing a company which became the absolute perfect ending to my career. One thing that stood out was while I was a placement you never acted or treated me as such. You made me feel that you had my best interests and that is for me the most meaningful gift you could have given me."

[Candidates CLICK HERE for Current Job Opportunities](#)

[Employers CLICK HERE to Learn More About B&B](#)



Share on Facebook



Share on Twitter

Bohan & Bradstreet, Inc.

2488 Boston Post Road | Guilford, CT 06443 | Phone: (203)
453.5535

2018 Forbes Best Executive Recruiting Firm and 2018 Forbes Best Professional Recruiting Firm



