

Utilizing a component of our **STREAMline for Success**© system, our team has taken a methodical approach to vetting the following candidates. Once we kick off a formal partnership with your organization, we'll continue to improve this system by spending time to learn your business, your culture and the type of talent you look for. This customized screening & selection process ensures that we are sourcing the best-fit candidates available.



## **HR MANAGER (101HR)**

- Candidate 101HR has 20 years of HR / Talent Management / Talent Acquisition / Talent Development experience.
- She is extremely organized and detail oriented.
- Industry Experience: Staffing, Pulp and Paper, Manufacturing and Telecommunications
- She has successfully lead Human Resources Initiatives such as Sourcing Strategies, Branding and Social Media, Process Improvements
- She has participated in a variety of training sessions related to HR and Talent Management.
- She resides in Georgia.



## **MATERIALS PLANNER (6318BP)**

- Candidate 6318BP has 10 years of Purchasing and Materials Planning experience in the healthcare industry. She has a Bachelor's Degree in Health Services/ Health Administration.
- She is well-spoken and rates herself a 9-10 in organizational skills- explaining that she is extremely detail-oriented.
- In her previous role she was responsible for direct purchasing of parts for medical equipment. She purchased material, scheduled deliveries and worked with vendors to minimize cost and lead time.
- She worked closely with Engineering, Production and Receiving in order to insure inventory levels were on target.
- She used SAP and believes in documenting everything so there is visibility across the organization.
- She participated in ISO and Quality Audits. She is admittedly not an expert in ISO but maintained all ISO standards.
- She resides in Georgia.



## **SALES ENGINEER (926SE)**

- Candidate 926SE is in inside sales in Virginia.
- He is a degreed Mechanical Engineer and a reserve in the Marines.
- He has strong mechanical acuity and uses that daily in his role as an inside sales and applications resource.
- He is a very polite gentleman, and would likely make a positive impression with any company he represents in a sales role.
- His military experience has developed his leadership and training abilities.
- He would definitely need training in cold calling, territory management, and how to win sales since most of his current role handles inbound business.
- He resides in Virginia.
- He is open to travel and would like to expand his experience in industrial sales.



## **SALES ENGINEER (584SE)**

- Candidate 584SE is an experienced Outside Sales Representative with extensive experience in cold calling on industrial accounts. He has 10 years experience in Sales.
- He regularly calls on maintenance and engineers. He is very technically minded and understands his product and the industries that use it very well.
- He has called on Power, Oil & Gas, Pulp & Paper, and Wastewater industries for many years.
- He is also very comfortable getting leads and landing new accounts. He is aware of the obstacles faced by getting to talk to the right person and he is able to get to 'that' person.



## **SALES ENGINEER (584SE)**

- Candidate 774SE is a Mechanical Engineer with 13 years experience in Industrial Sales.
- Throughout his career, he has always exceeded Sales Targets. In his current role, his target is 9% growth year over year.
- In his previous role, he started as an Applications Engineer and moved his way up to Business Development Manager responsible for the biggest segment of the company.
- When asked about prospecting, he said that he believes in being "persistent and consistent." His engineering background allows him to listen to the customer or prospect and show them how the products can help to solve a problem.
- He is currently selling a large product line and is comfortable with learning a large portfolio.
- He currently sells into a variety of industrial industries: Oil and Gas, Healthcare, Food and Beverage, Medical Equipment, Life Science etc.
- He resides in Virginia.

For more information on candidates, please contact Briana Stopp with TalentStream at:

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