

Good Samaritan Networking Group
Dec 1, 2011
New Job Opening Details

New Job Openings

See below for additional details. Please apply for these positions as indicated below, but also notify goodsamnetgroup@gmail.com.

1. 13 job openings at The Garfield Group
2. 31 job openings from New Dimensions in Technology
3. 3 job openings from Vell
4. 20 job openings from Common Agenda
5. 1 job openings at New Jersey Natural Resources
6. 3 job openings from Ascent Consulting
7. 20+ job openings at Telcordia
8. 11 new job openings from JPatrick
9. 3 job openings at Rave Mobile Security
10. 19 job openings at Acme Packet
11. 24 job openings at HubSpot
12. Many job openings at Google – New York and Boston/Cambridge
13. 1 jobs available at Certeon
14. 8 job openings at Canfield Scientific
15. 2 job openings at uReach Technologies
16. 17 job openings at M5 Networks
17. 21 job openings at Vonage - New Jersey
18. 14 job opening at Bullhorn – Boston
19. VP of International Product Management
20. Director of Africa Initiatives – Washington, DC
21. 6 positions at Planned Parenthood – NYC and Washington DC
22. Director of Advancement Services – Atlanta, GA
23. Construction Oversight Engineer/Construction Manager – Ewing, NJ
24. Staff Environmental Engineer - Ewing, NJ

Job Opening Details

1. 13 job openings at The Garfield Group

<http://garfieldgroup.com/careers/>

2. **31 job openings from New Dimensions in Technology**

<http://ndt.com/positions/jobs.asp?category=all>

3. **3 job openings from Vell**

<http://blog.vell.com/component/k2/itemlist/category/16-open>

4. **20 job openings from Common Agenda**

http://www.commonagenda.com/search_results.asp

5. **1 job opening at New Jersey Natural Resources**

<https://performancemanager4.successfactors.com/career?company=NJResources>

6. **3 job openings from Ascent Consulting**

<http://www.employmentconsulting.com/fulltime.asp>

7. **20+ job openings at Telcordia**

<http://www.telcordia.com/careers/>

8. **11 NEW job openings from JPatrick**

<http://jobs.jpatrik.com/>

9. **3 job openings at Rave Mobile Security**

<http://www.ravemobilesafety.com/>

10. **19 job openings at Acme Packet**

https://acmepacket.silkroad.com/epostings/index.cfm?version=1&company_id=15878

11. **24 job openings at HubSpot**

<http://jobs.hubspot.com/start-up-jobs-boston/>

12. **Many jobs at Google – New York and Boston/Cambridge**

<http://www.google.com/intl/en/jobs/search/index.html>

13. **1 job opening at Certeon**

<http://www.certeon.com/about-careers.aspx>

14. 8 job openings at Canfield Scientific

<http://www.canfieldsci.com/Company/Careers.html>

15. 2 job openings at uReach Technologies

<http://www.ureachtech.com/openings.html>

16. 17 job openings at M5 Networks

<https://careers-m5networks.icims.com/jobs/search?ss=1&searchKeyword=&searchLocation=&searchCategory=>

17. 21 job openings at Vonage - New Jersey

https://www.cytiva.com/von/cojobs_von.asp

18. 14 job opening at Bullhorn - Boston

<http://www.bullhornreach.com/sites/bullhorn/>

19. VP of International Product Management

Our client has an excellent business model, a great balance sheet, and is now expanding with products focused at a number of top International markets.

Vice President of International Product Management - Internet Consumer Products. The position is located in an excellent suburban metro NY/NJ area and our client will provide relocation assistance. The compensation package is very competitive and includes bonuses, a stock incentive plan, and an excellent company benefits.

Reporting to my client's SVP/GM of International the position will lead the business success of all products supporting international markets outside of North America and is measured on the successful delivery and P&L performance of the international product portfolio. The VP manages the total lifecycle of the product and is responsible for maximizing growth and profitability by:

- Understanding, sizing and evaluating international market needs and opportunities in target markets
- Working with business development to understand strategic partner needs and requirements including an assessment of the importance of capabilities and the timeline upon which they need to be delivered to
 - Defining a product strategy, and product roadmap of products that leverages existing product portfolio and will work synergistically across many international markets and partners
 - Working with development and vendors on an IT strategy and roadmap to deliver the product capabilities in a cost-effective and timely way
 - Supporting business development in establishing and developing international partnerships/alliances
 - Working with marketing and in market strategic partners to market the products and drive profitable revenue growth, and
 - Maintaining and evolving the products throughout their lifecycle.

Other responsibilities include defining and driving the product requirements and aligning products across strategic partners, prioritizing product needs and delivery schedules and achieving on-time, on-budget product capabilities. The VP must determine resource requirements and create and manage a team of product managers as well as provide leadership and guidance for the cross-functional organizational teams to ensure

synergy in all activities. The VP is active with each functional organization to ensure good communication and serves as an interface for management relationships with customers and partners.

- Develop detailed target market requirements and product requirements for new product development and negotiate feature content with various organizations
- Develop Business Cases for proposed products
- Develop and manage third relationships (i.e. contract negotiations, partner issues)
- Responsible for developing and maintaining product collateral such as FAQs and support for service operations
- Work closely with key user groups and customer segments to understand their needs, devise workable solutions and help drive initial implementation
- Develop competitive (Marketing and Pricing) positioning
- Support PR activities, such as occasionally writing articles for placement in trade magazines and press/analyst interviews

Specific Requirements

- Candidates for this role must have exceptional educational credentials (Bachelors & MBA preferred). Job moves must be deliberate - showing that he/she is advancing along a career path and that this position will be the natural next role in their progression.
- Must have 10 or more years of upwardly mobile leadership positions in international product management/marketing where you have conceived, planned, launched, and owned numerous high technology products/services for Consumers - strong preference given to candidates with experience in internet/mobile Voice, Video, Image, IP-Soft Phones, etc.
- Background and references that prove a high level of personal initiative, integrity and leadership
- Excellent written and verbal communication skills
- Must have firsthand knowledge of product development, delivery and lifecycle management in international markets
- Experience managing the P&L for a significant product portfolio
- Ability to develop strategy, lead as well as roll up the sleeves as an individual contributor
- Must be able to travel internationally

Matthew N. Reaves, CPC

Managing Director - Executive Search Consultant

Common Agenda, LLP

PO Box 711 - Brielle, NJ 08730

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20. Director of Africa Initiatives – Washington, DC

The Campaign for Tobacco-Free Kids (CTFK) is seeking nominations and applications for a strategic, seasoned, and politically astute **Director of Africa Initiatives** to lead CTFK's efforts to build sustained advocacy campaigns that lead governments to adopt and implement effective tobacco control policies across the continent of Africa.

CTFK is a leading civil society organization dedicated to the fight to reduce tobacco use and its deadly toll in the United States and around the world. Qualified candidates will understand and have proven experience with policy and advocacy campaigns in Africa and will be a strategic partner to grantees, partners, and funders in preventing the devastating health impacts of tobacco use.

The Director of Africa Initiatives will be responsible for developing a comprehensive strategy to support the adoption of effective tobacco control policies consistent with the Framework Convention on Tobacco Control (FCTC) in Africa. The new Director will serve as the primary liaison

with African non-governmental organizations and government actors to identify strategic opportunities to advance tobacco control. S/he will assist in the development and implementation of advocacy campaigns in key countries, providing both grant and technical assistance to support the work of local organizations. In addition, the Director will work with local advocates to document and respond to tobacco industry efforts to undermine tobacco control policy.

About the Campaign for Tobacco-Free Kids

By changing public attitudes and public policies on tobacco, the Campaign works to prevent children from smoking, to help smokers quit, and to protect everyone from secondhand smoke. Established in 1996, the Campaign envisions a world free from the death and disease caused by tobacco. The Campaign promotes public policies that have been proven to reduce tobacco use and exposure to secondhand smoke, including higher tobacco taxes, comprehensive smoke-free laws, strict bans on tobacco advertising, promotion and sponsorship, and graphic warning labels on tobacco products. Internationally, as a partner in the Bloomberg Initiative to Reduce Tobacco Use, CTFK supports governments and non-governmental organizations in promoting and implementing these policies in low- and middle-income countries where more than 80 percent of tobacco-related deaths will occur in the coming decades.

The Ideal Candidate

The new Director of Africa Initiatives will have a track-record of designing and implementing effective advocacy and policy change initiatives; ten or more years' experience working on the African continent paired with deep knowledge of the region and its political processes. S/he will be a strategic and analytical thinker who partners effectively with grantees and stakeholders on the ground and has the gravitas and cultural flexibility to navigate a variety of relationships. Proficiency in English and French and the ability to travel extensively throughout the region is required.

More Information

More information about the Campaign for Tobacco-Free Kids may be found at: <http://www.tobaccofreekids.org>

A full position description and application instructions may be found at: <http://www.nonprofitprofessionals.com/searches/ctfk-da.htm>

Candidates are encouraged to apply as soon as possible but no later than **January 15, 2012**.

Any assistance you can provide in identifying or nominating applicants would be very appreciated.

Sincerely,

Katherine Jacobs, Ph.D., Managing Partner
Carolyn Ho, Managing Associate

Nonprofit Professionals Advisory Group LLC

web: www.NonprofitProfessionals.com

phone: (866) 903-3182

email: Announcements@NonprofitProfessionals.com

21. 6 positions at Planned Parenthood – NYC and Washington DC

Planned Parenthood Federation of America (PPFA) is seeking applications and nominations for multiple positions:

- Director, Foundation Relations (NYC preferred or DC)
- Director, Talent Acquisition (Recruiting) (NYC)
- Manager, Meetings & Conferences (DC)
- Digital Content Writer (DC)
- Digital Coordinator (DC)
- Associate, Data & Analytics (DC)

These searches are being conducted by a private consultant, with assistance from the Nonprofit Professionals Advisory Group.

A link to the full position description and a brief description is given beneath each position title. For a full position description and to apply for any of the positions listed below, please click on that position's link and you'll be redirected to the PPFA application website.

Director, Foundation Relations (NYC)

<https://plannedparenthoodext.hire.com/viewjob.html?erjob=63576>

Reporting to the National Director, Foundation Relations & Donor Communications and in close partnership with PPFA President, Chief Development Officer, the Vice President for International, the Vice President for Public Policy, and other senior managers the Director, Foundation Relations will design and implement a foundation fundraising strategy that will increase PPFA's ability to replicate and expand upon its success in foundation and corporate support. The new Director together with the National Director will create a compelling case for a bigger vision of PPFA's work to increase funding from current funders and attract new funding partners whose own priorities and investment strategies align with PPFA's ambitious programmatic expansion. The Director will lead a concerted effort to establish and fulfill fundraising goals, manage accountability and timeliness of funds received, and undertake solicitation cultivation and evaluation processes. While the Director will identify, cultivate and steward a portfolio of new and existing foundation and corporate prospects, s/he will also engage and win the respect of staff throughout the organization, gaining substantive knowledge of their work and ensuring that philanthropic activities are integrated into the work performed by other departments and divisions. S/he will work hand-in-hand with senior staff in establishing organizational priorities for funding within PPFA as well as provide direction and professional insight to deepening foundation and corporate support and ensuring there is a balanced mix of funding sources to support the restricted and unrestricted work of PPFA. A track record of having established a network of and nurtured strong working relationships with national foundations as well as knowledge of the funding priorities and strategies of national and international foundations and grant-making institutions, ideally those focused on issues around reproductive health, healthcare reform and access to healthcare by underserved populations is highly desired. The role requires a keen intellect and curiosity as well as the ability to communicate effectively PPFA's organizational mission in ways that excite and entice donors and potential champions. The Director should demonstrate an exceptional talent for building and sustaining

relationships both externally and internally, and for driving results collaboratively across departments and programs. S/he should have exceptional writing and communication skills necessary for tailoring messages to various audiences as well as representing PPFA to its diverse constituents. An undergraduate degree is required, and an advanced degree is preferred.

Director, Talent Acquisition (Recruiting) (preferred NYC or DC)

<https://plannedparenthoodext.hire.com/viewjob.html?erjob=64487>

To acquire talent that will support a cultural transformation and drive towards the achievement of its goals, PPFA must build a framework that attracts top tier professionals at all levels and for all functions within the organization; develop recruiting strategies that uphold a commitment to diversity and ultimately construct an organization that is a true representation of the diverse communities it serves; and implement universal systems that create transparency across the Federation, allowing PPFA to expose and share a global talent base among its affiliates. For these reasons, Planned Parenthood is hiring a Director, Talent Acquisition that will be responsible for full cycle recruitment process including the identification, attraction, and delivery of exceptional candidates. Reporting to the Chief Human Resources Officer, the Director will be responsible for the development and delivery of the National Office's programs, processes, in addition to maintaining the associated infrastructure for talent acquisition. S/he will oversee a team including a recruiter and a coordinator to effectively manage the end-to-end recruitment process. This will include using talent and recruitment sourcing skills to build candidate pipelines of both active and passive candidates in all levels and areas of the organization including executives, middle management, support staff and temporaries. The Director will be a collaborative partner with affiliates and work with a cross-federation team to help create a national employer brand that can be used throughout the country. The Director will also generate awareness through effective outreach programs into college and university populations that are appropriate for internships and fellowships within PPFA; and appropriately deploy senior management at various career fairs, conferences, and forums. S/he will be a collaborative partner at the national office to assist affiliates. Special focus will include partnering with the national office branding project to help create a national employer brand that can be used throughout the country. S/he will work closely with the HROD management and PPFA management to build complete talent acquisition programs that include internal interview training, thorough reference checking, new hire orientation and on-boarding. The Director will also interface with external vendors and recruitment resources, diversity organizations, leadership organizations, college and university representatives as well as candidates.

Manager, Meetings & Conferences (DC)

<https://plannedparenthoodext.hire.com/viewjob.html?erjob=66447>

The primary responsibility for this position is to manage the various meetings, conferences, and special events that take place in or are sponsored by PPFA's Washington, DC office. Working closely and collaboratively with the Director of Meetings and Conferences and the Director of Finance and Administration (DC Office), this position will assume a leadership role in working with both internal and external stakeholders to manage different types of events in Washington, DC. In addition, this position will collaborate with internal PPFA staff and external venues and caterers to plan and execute internal meetings and special events at the PPFA Washington, DC office. This position will also work closely with the Director of Meetings and Conferences and internal planning team members to plan and execute several major PPFA-wide conferences each year.

Digital Content Writer (DC)

<https://plannedparenthoodext.hire.com/viewjob.html?erjob=65707>

The Digital Content Writer thinks strategically and tactically about how Planned Parenthood can use online content and social media to promote its policy, advocacy, and fundraising goals. He or she is responsible for developing, writing, and implementing interesting and engaging content and ideas for Planned Parenthood's websites and social- media properties. The Digital Content Writer will work with colleagues throughout the national organization, affiliates across the country, as well as with outside vendors to create innovative content and campaigns to support Planned Parenthood initiatives and engage supporters. The Digital Content Writer is critical in ensuring that Planned Parenthood's online political, advocacy, and fundraising content is relevant and effective.

Digital Coordinator (DC)

<https://plannedparenthoodext.hire.com/viewjob.html?erjob=64799>

Planned Parenthood Federation of America (PPFA) seeks a dynamic and effective Digital Coordinator to provide administrative and program support to the growing Digital team in the DC office. Duties and responsibilities will include working with the database and customer service staff, coordinating workflow for quality assurance testing on digital campaigns, executive assistant duties to senior Digital staff, maintaining comprehensive digital department calendar and processing digital requests and maintaining electronic filing.

Data and Analytics Associate (DC)

<https://plannedparenthoodext.hire.com/viewjob.html?erjob=64647>

This person will serve in a support role to the Director. This person will own the tasks of manipulation of our data for internal use (e.g. file maintenance and transformation, manual extraction and standardization) and external use (e.g. Pulling lists for vendors, running counts, setting up and training on phone banks, providing information and managing data traffic with/to research, modeling and polling vendors) and help in a major capacity with the aggregation and summarization of our analytical work.

For questions about these searches, please contact:

Kathleen A. Sherwin, Advisor to the President
Planned Parenthood Federation of America
434 West 33rd Street, New York, NY 10001
1110 Vermont Avenue, Washington, DC 20005
Kathleen.Sherwin@ppfa.org

Any assistance you can provide in identifying or nominating applicants would be very appreciated.

Sincerely,

Laura Gassner Otting, President
Nonprofit Professionals Advisory Group LLC

web: www.NonprofitProfessionals.com
phone: (866) 903-3182
email: Announcements@NonprofitProfessionals.com

22. Director of Advancement Services – Atlanta, GA

Nonprofit Professionals Advisory Group has been retained by **Spelman College** to assist in their search for a **Director of Advancement Services**. This position is located in **Atlanta, Georgia**.

Recognized as one of the most prestigious of the historically Black colleges and among the top three most selective of women's liberal arts colleges nationally, [Spelman College](#) upholds a rich tradition of educating forward-thinking, socially conscious women. Located in Atlanta, this private, independent, liberal arts college boasts an 83% graduation rate, and outstanding alumnae such as Children's Defense Fund Founder Marian Wright Edelman; former U.S. Foreign Service Director General Ruth Davis, authors Tina McElroy Ansa and Pearl Cleage; actress LaTanya Richardson; and Executive Vice President Walmart US, President Walmart Stores South and new Spelman Board Chair, Rosalind Brewer. The College serves a student body of more than 2,100 students from 41 states and 15 foreign countries and is led by [Beverly Daniel Tatum](#) who has served as President since 2002.

In 2010, Spelman embarked on the most significant fundraising effort in its history, launching The Campaign for Spelman College, a comprehensive effort to raise \$150 million in funds that will ultimately enhance the educational opportunity for every Spelman student scholar. To assist their efforts in The Campaign for Spelman College as well as the overarching strategic plan, Spelman College seeks a Director of Advancement Services to lead and manage all functions in the Office of Advancement Services that are essential to the effective and efficient execution of the institution's fundraising and college relations efforts.

Reporting to the Vice President of Institutional Advancement and in support of alumnae affairs, the Director of Advancement Services will play an integral role in establishing methods and procedures for gift processing and receipting, scholarship reporting, development database management and reporting, donor records management, and prospect research/moves management. Additionally, the Director will oversee the coordination and production of information on prospects and donors of Spelman College to assist in further cultivation and solicitation while managing a staff of five.

The Director will be called upon to advise Spelman on strategic data investments such as database conversions and new technologies that impact College fund raising activities and potential; direct and supervise all efforts related to the receiving, processing and receipting of all private gifts to the College, including cash, credit cards, payroll deductions, electronic fund transfers, on-line gifts, securities, real estate, deferred and in-kind gifts. The Director of Advancement Services will determine fiscal requirements for the department, prepare budget recommendations; and monitor, verify and reconcile expenditures of budgeted funds.

The ideal candidate will have directly related and progressive experience in development services and operations with proficiency in gift processing, financial analysis, reporting, and training; extensive knowledge of relational database and reporting tools, plus working knowledge of research techniques and processes; and the ability to locate, interpret, and synthesize a high volume of financial and biographic information. S/he will also possess an advanced knowledge of software applications including Microsoft Office Suite, Lotus Notes, and Banner Financial Module; functionality with higher education fundraising software applications (CST Banner preferred), Microsoft Access, and Crystal Reports; exceptional written and verbal communication skills; unquestioned integrity and a commitment to the highest ethical standards to handle confidential and sensitive gift and donor information appropriately; a bachelor's degree will be required.

Spelman College is an Equal Opportunity Employer, EOE M/F.

A full position description and application instructions may be found at: <http://www.nonprofitprofessionals.com/searches/spelman-das.htm>.

Any assistance you can provide in identifying or nominating applicants would be very appreciated.

Sincerely,

Tracy Welsh, Vice President
Adele Mezher, Managing Associate

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23. Construction Oversight Engineer/Construction Manager – Ewing, NJ

<http://tbe.taleo.net/NA9/ats/careers/requisition.jsp?org=ERMGINC&cws=1&rid=5516>

24. Staff Environmental Engineer - Ewing, NJ

<http://tbe.taleo.net/NA9/ats/careers/requisition.jsp?org=ERMGINC&cws=1&rid=5430>