

Good Samaritan Networking Group
Nov 16, 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. **32 job openings from New Dimensions in Technology**
2. **3 job openings at Vell**
3. **20 job openings from Common Agenda**
4. **4 job openings at New Jersey Natural Resources**
5. **3 job openings from Ascent Consulting**
6. **15 new job openings at Telcordia**
7. **13 new job openings at JPatrick**
8. **3 job openings at Rave Mobile Security**
9. **18 job openings at Acme Packet**
10. **23 job openings at HubSpot**
11. **Many job openings at Google – New York and Boston/Cambridge**
12. **1 jobs available at Certeon**
13. **8 job openings at Canfield Scientific**
14. **2 job openings at uReach Technologies**
15. **37 job openings at M5 Networks**
16. **21 job openings at Vonage - New Jersey**
17. **1 job opening at Bullhorn - Boston**
18. **Contractor, Product Websites for Internet and Marketing – Basking Ridge, NJ**
19. **Director of Sales & Staffing - IT products & Services Staffing Firm - Northeast**

Job Opening Details

1. **32 job openings from New Dimensions in Technology**

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

2. **3 job openings at Vell**

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

3. **20 job openings from Common Agenda**

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

4. 4 job openings at New Jersey Natural Resources

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

5. 3 job openings from Ascent Consulting

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

6. 15 NEW job openings at Telcordia

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

7. 13 NEW job openings at JPatrick

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

8. 3 job openings at Rave Mobile Security

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

9. 18 job openings at Acme Packet

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

10. 23 job openings at HubSpot

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

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

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

12. 1 job opening at Certeon

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

13. 8 job openings at Canfield Scientific

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

14. 2 job openings at uReach Technologies

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

15. 37 job openings at M5 Networks

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

16. 21 job openings at Vonage - New Jersey

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

17. 1 job opening at Bullhorn - Boston

<http://bull.hn/l/A1DE/5>

18. Contractor, Product Websites for Internet and Marketing – Basking Ridge, NJ

Responsibilities:

This position is responsible for managing online marketing for Web properties on www.verizonwireless.com including Messaging, IM, Mobile Web, Mobile Email, Alerts, Media Management, Location-based Applications, and new product introductions.

- . Internet Sales and Marketing lead for products and services including Verizon Video, Cloud services, Messaging, VZ Navigator, and Family Locator.
- . Develop marketing requirements and implement them as superior online experiences for new products and product line enhancements.
- . Implement marketing initiatives to support sales and utilization of portfolio sites.
- . Drive Verizon Wireless revenue and KPI performance through product adoption and content sales. Identify new opportunities for enhancement and improvement.
- . Manage the strategy and development roadmap for the Verizon Wireless Media Store <http://mediastore.verizonwireless.com>
- . Serve as the usability and customer experience subject matter expert on cross-functional teams that include staff from the product management, content programming, project management, customer service, legal, IT, and Internet Sales and Marketing teams.
- . Manage external agencies including writing project briefs and reviewing interactive designs.
- . Project-manage and align the resources required for the flawless product launches.
- . Serve as a liaison to IT organizations and Web developers for the purpose of translating marketing requirements into technical approaches.
- . Lead core teams to align stakeholders and bring Websites to market.
- . Conduct qualitative and quantitative research and analysis before and after Website launches to ensure usability and technical feasibility.
- . Prepare internal communications for the customer service organization to use when answering customer inquiries.
- . Compile project status, sales, and web traffic reports.
- . Manage project delivery to designated milestones.

Qualifications:

- . BA/BS degree required, MBA in Marketing preferred.

- . 7+ years of marketing or sales experience required.
 - . 5+ years of online marketing experience required.
 - . 5+ years of wireless experience preferred.
 - . Project management experience required.
 - . Usability Expert Certification preferred.
 - . Experience working with creative agencies and visual / interaction designers.
 - . Proven ability to handle a fast paced environment with frequently shifting priorities and keep track of multiple concurrent projects.
 - . Proven ability to meet deadlines and complete important time-sensitive tasks.
 - . Strong attention to detail required.
 - . Excellent verbal, written, and interpersonal skills required.
 - . Must be able to travel up to 10% of the time.
 - . Must be able to work independently and within a team environment.
 - . Must have experience negotiating with outside vendors.
 - . Must have strong Microsoft Office skills, including Word, PowerPoint, and Excel
- Must have at least five years of e-commerce and interactive marketing experience

Contact: Jackie Karlovich
 Technical Recruiter
 Micro-Data Systems Inc.

[71 E. Main Street](#)
[Holmdel, NJ 07733](#)
[\(office\) 732-772-0200 \(x230\)](#)

ikarlovich@microdatasys.com
www.microdatasys.com

19. Director of Sales & Staffing - IT products & Services Staffing Firm - Northeast

We are seeking an experienced sales person with at least five years experience selling IT products & services to expand our client base in the Northeast. The right candidate will be a “player-coach” who aspires to lead a team of 2-3 sales people and 2-3 recruiters. The position needs to be commutable to White Plains NY or Edison NJ. Position Requirements

- Bachelor’s degree with at least 5 years experience in sales of IT products & consulting services.
- Experience selling to all levels of client management.
- A persistent, persuasive (won't take no for an answer) sales approach
- Ability to hunt, open and identify key buyers in new accounts.
- Ability to be creative in dealing with objections, mitigating blockers (VMS, HR groups, vendor lists)
- Intelligent, personable, able to build and nurture long term relationships.
- Leadership abilities & desire to lead.
- We prefer: Hands-on experience working directly with contract recruiting.

Contact: Helen Faber

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