



# CPI Quarterly Review

**CAREER PROFESSIONALS, INC.**

PO Box 1216 •  
MORRISTOWN • TN •  
37816

PHONE:  
(800) 476-1103•

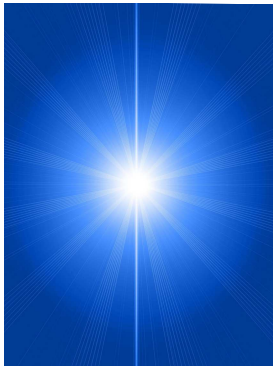
FAX:  
(423) 587-0143

EMAIL:  
[JOBS@CPISEARCH.COM](mailto:JOBS@CPISEARCH.COM)

WEB:  
[WWW.CPISEARCH.COM](http://WWW.CPISEARCH.COM)

## A Message From CPI

### Good Afternoon,



The Holidays are fast approaching reminding us that this is a time to be thankful for the many blessings in our lives. For many of us, 2009 has been a tumultuous year testing our resolve, our financial resources, and our sense of economic security. Millions have lost jobs and many more remain worried about the future of their employer. However, there is light at the end of the tunnel and we seem to be moving towards a brighter outlook.

This past year has been a time to come together as families, as friends and as communities to support one another. May you and yours have a wonderful Christmas Season focusing on the blessings unique to each of our lives.

Happy Holidays and may the New Year bring a renewed sense of optimism!

*Steve Taylor*

slt@cpisearch.com

*Roni Snyder*

vls@cpisearch.com

### TYPES OF CANDIDATES CPI PLACES:

- Plant Managers
- Production Supervisors
- Engineering Managers
- Manufacturing Engineers
- Product Design Engineers
- Industrial Engineers
- Electrical Engineers
- Maintenance Engineers, Supervisors and Technicians
- Accounting Professionals
- Human Resources Managers
- Quality Engineers
- Purchasing Professionals

### For Discouraged Job Seekers:

There are literally millions of people in the U.S. who have been out of work for 6 months or longer. According to the latest government statistics, about 861,000 of them are labeled as “discouraged workers,” who have essentially given up on their job search because they believe no jobs are available for them. What should you do if you fall into this category?

First, realize that the job market will eventually rebound. It always does. Keeping a positive attitude can be hard, but it is essential. During the time you’re unemployed, do your best to keep your skills sharp and continue networking in your community, your career field, or through internet sites. Potential employers will want to know how you’ve filled your time---actively job searching, volunteering, working odd jobs, attending seminars, doing home improvement projects---these are all things that show initiative and drive. Potential employers will want to know about these activities, so make sure they show up on your resume.

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### *Quote:*

**“Don’t be POOR.  
A poor person  
Passes Over  
Opportunities  
Repeatedly.”**

Jimi Akiboh,  
Writer

### **For Discouraged Job Seekers:** *continued*

Take a hard look at your resume and keep it updated. Does your current resume do justice in selling your skills and abilities? Employers want to know two basic things about your past jobs---“what did you do and what was the environment like in which you did it?” Describing the manufacturing processes and equipment, your portion of manufacturing responsibility, your level of management responsibility, etc. give the reader a clearer sense of your skills and abilities. Be sure to include your accomplishments as well---employers want to hire problem solvers, not problem makers.

Finally, revisit the contacts you made in the early days of your search. A lot has changed in the manufacturing world in the last six months. Some companies that had no plans to hire in 2009 might now have critical roles that need to be filled in 2010. Remind them that you are available for employment and are anxious to put your skills back to use.

### **Casual Communication & Job Seeking:**

Rachel Zuppek, a writer for CareerBuilder, wrote a great article earlier this year about how casual communication can hurt your chances at being hired. Since we now live in a world based on text messaging, social networking sites and email, job seekers need to be cautious that they always present themselves in a professional manner where they don't come across as too casual or too relaxed. “Using emoticons, text message lingo or other inappropriate messaging is a sure-fire way to destroy your chances of landing that coveted position”, says Ashley Houston, Director of Recruitment for Constituency Management Group.

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*Since referrals are the backbone of our business, we'd appreciate you sharing this newsletter with your friends, colleagues and co-workers who may be interested in considering new job opportunities.*

**FOR ANY ADDITIONAL INFORMATION**

**PLEASE REFER TO OUR WEBSITE: [www.cpisearch.com](http://www.cpisearch.com)**

**OR CALL US AT 1-800-476-1103**

**PLEASE KEEP US INFORMED OF ANY UPDATES  
TO YOUR RESUME.**

**WE WELCOME ANY COMMENTS OR QUESTIONS REGARDING  
THE NEWSLETTER CONTENT.**

She goes on to say that “more and more job seekers are erring on the side of casual communication. The handwritten thank-you note has been replaced by a short thank-you email, often with typos.” Houston says “there is a time and a place for text message lingo and emoticons, but corresponding back and forth with a potential employer is not one of them. Construct thoughtful and eloquent sentences and back up this verbal communication with a confident, polished and professional personal presentation.”

### **A Sampling of Recent Placements:**

- Plating Engineer – NC
- Purchasing Manager – TN
- Tooling Engineer – TN
- Continuous Improvement Engineer-TN
- Process Engineer – TN

### **Current Job Openings:**

**Maintenance Technicians:** (NC & KY)  
Requires multi-craft maintenance skills working with hydraulics, pneumatics, mechanical and electrical systems. Will troubleshoot and program PLC's. Off-Shift assignments.

**Engineering Manager:** (TN)  
Requires BS Engineering degree and experience in tape, label or film manufacturing. This role will eventually progress into Plant Manager position.

**Electrical Engineer:** (TN)  
Requires BSEE and 3-5 years experience programming PLC's and HMI's. Work with PowerFlex drives, RSLogix 5000, PanelView, PLC5, ControlLogix, etc. Will also manage projects, supervise contractors, and work with electrical panel design.

### ***Quote:***

In the words of Sumner Redstone,  
CEO of Viacom, Inc:

**“Great successes are built on taking your negatives and turning them around.”**