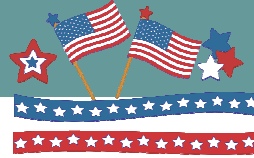




# CPI Quarterly Review



## A Message From CPI

### *Good Morning,*

With unemployment at its lowest level in decades, companies are struggling to hire. This means that recruiters are very busy identifying and attracting top talent for their client companies. If you have been considering a career move, now could be the right time to explore options.

Below is a sampling of our most active job searches. Updated resumes can be sent to me at [VLS@cpisearch.com](mailto:VLS@cpisearch.com).

*Warm Regards,*

*Roni Snyder, President*

### *Current Hot Job Openings:*

**Advanced Buyer (MI)** – Tier 1 automotive needs strong Buyer with experience purchasing plastic injection molded components. Will work closely with Sales developing BOM's and pricing components to accurately quote product cost to customers. Requires BS degree and prior Purchasing experience.

**CNC Manufacturing Engineer (GA)** – Tier 1 automotive has immediate need for Manufacturing Engineer with machining experience to produce automotive components. Requires BS Engineering or BS Tech degree.

**Controller (TN)** – Tier 1 automotive. Will work closely with executive leadership team to ensure accurate financial information, forecasting, and general ledger management. Involved in fixed asset management, product costing, and month-end closing. Requires BS Accounting degree.

**VP of Sales (TN)** – Military / Defense / Government Contracting operation. Need VP of Sales to develop strategic inside sales plans, manage customer relationships, and grow OEM channels. Company has grown from \$20M in sales to over \$200M in 10 years.

**Entry-Level Manufacturing Engineers (TN)** – Tier 1 automotive has immediate need for Manufacturing Engineers. Will consider 1+ year experience or co-op / internship experience.

## CAREER PROFESSIONALS INC.

602 N. JACKSON ST.  
MORRISTOWN, TN  
37814-3917  
(423) 587-4363

[VLS@CPISEARCH.COM](mailto:VLS@CPISEARCH.COM)

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

### TYPES OF CANDIDATES

#### CPI PLACES:

- Directors & Executive Level Personnel
- Plant Managers
- Engineering Managers
- Quality Managers and Engineers
- Manufacturing Engineers
- Product Design Engineers
- Industrial Engineers
- Electrical Engineers
- Sales Engineers
- Maintenance Engineers & Supervisors
- Production Supervisors
- Environmental Health & Safety Professionals
- Purchasing Professionals
- Controllers & Accounting Professionals
- Human Resource Professionals



### *Quote:*

“Well done  
is better than  
well said.”

Benjamin Franklin

### **Career Advice (from those who have succeeded):**

**Maya Angelou** (author, poet, dancer, actress, and singer):

My paternal grandmother, Mrs. Annie Henderson, gave me advice that I have used for 65 years. She said, 'If the world puts you on a road you do not like, if you look ahead and do not want that destination which is being offered and you look behind and you do not want to return to you place of departure, step off the road. Build yourself a new path.'

**J.K. Rowling**, (author of the best-selling Harry Potter series):

"I don't think we talk about failure enough. It would've really helped to have someone who had had a measure of success come say to me, 'You will fail. That's inevitable. It's what you do with it.'"

Before Rowling became one of the wealthiest women in the world, she was a single mom living on welfare in the U.K. She began writing about her now famous character, the young wizard Harry Potter, in Edinburgh cafes, and received "loads" of rejections from book publishers when she first sent out the manuscript, according to *The Guardian*.

Her exceptionally short-lived marriage had imploded, and she was jobless, a lone parent, and as poor as it is possible to be in modern Britain without being homeless ... "By every usual standard, I was the biggest failure I knew," Rowling said during a 2008 Harvard University commencement speech.

She went on to say that she considered her early failure a "gift" that was "painfully won," since she gained valuable knowledge about herself and her relationships through the adversity.

Google executive chairman **Eric Schmidt**: "Find a way to say yes to things. Say yes to invitations to a new country, say yes to meet new friends, say yes to learn something new. Yes is how you get your first job, and your next job, and your spouse, and even your kids."

**Steve Jobs**: "Yeah, we're always talking about following your passion, but we're all part of the flow of history ... you've got to put something back into the flow of history that's going to help your community, help other people ... so that 20, 30, 40 years from now ... people will say, this person didn't just have a passion, he cared about making something that other people could benefit from."

**Deepak Chopra**, author and founder of The Chopra Foundation, said he wished he embraced the wisdom of uncertainty at a younger age.

"At the outset of my medical career, I had the security of knowing exactly where I was headed," he wrote. "Yet what I didn't count on was the uncertainty of life, and what uncertainty can do to a person."

"If only I knew then, as I know now, that there is wisdom in uncertainty it opens a door to the unknown, and only from the unknown can life be renewed constantly," he wrote.



*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.*

Check us out on Facebook and LinkedIn by searching on  
Career Professionals, Inc.

We'd love for you to become a fan or a follower of our page!  
**PLEASE KEEP US INFORMED OF ANY UPDATES TO YOUR RESUME.**

### **Veronica (Roni) Snyder**

*President / Owner*  
VLS@cpisearch.com



Roni joined Career Professionals, Inc. in July 1999 and became co-owner in May 2004 and full owner in 2015 upon the retirement of her business partner.

Roni completes job searches for executive leadership and technical manufacturing roles including manufacturing engineering, maintenance, production management and product design as well as the administrative side of manufacturing, including accounting & finance, materials management, quality assurance, human resources, safety, and executive management.

In 2013 Top Echelon Network, the nation's largest recruiting network, named her as the Top Producing Recruiter in the Southeast and as the #6 Recruiter in the nation.

She served as the 2014 Chairman of the Board for the Morristown Area Chamber of Commerce.

In October 2015, Roni was appointed to the Human Capital Advisory Council for the Federal Reserve Bank in Atlanta. This Advisory Council is comprised of education and industry leaders to provide valuable insight and advice on matters related to the labor force and workforce development.

She is a past Board President of Girls Inc. and is also active in the United Way of Hamblen County having served as 2016 United Way Campaign Chairman and currently as 2017 and 2018 United Way Board Chairman. Roni received her Masters Degree in Educational Psychology from Tennessee Technological University in 1996.

### **Quote:**

*"It always seems impossible until it's done"*

Nelson Mandela