

St. Louis Region OJT Job Openings

11/03/14

The following is a list of current job openings posted in www.jobs.mo.gov that the organization has indicated they are interested in filling under an OJT Agreement and Training Plan. Qualified candidates are encourage to first look up the information about the job posting using the "Job Number" provided under the job title. The job posting will provide the name of the company and provide instructions on how to apply for a specific opening.

Title: OJT – Front End Engineer/UX Developer

Job Number: 10885722

FEEs will collaborate with clients and team members to define, estimate, create, and deliver the entire visual layer that conform to brand and industry standards. Candidate must have experience with traditional UX principles and processes such as task flow analysis, wireframing, prototyping, and usability analysis. All project teams utilize agile project methodologies such as pair programming and test-driven development (TDD) and candidates must be able to flourish in a highly collaborative environment. Candidate will be a member of the Asynchrony UX team and contribute to the growth and improvement of the entire team through mentoring, peer review, and creative collaboration. Along with client projects, the UX team also provides design support for marketing, business development, and corporate communications for Asynchrony and parent companies.

QUALIFICATIONS: Bachelor's Degree or equivalent in either Graphic Design or CS/IT curriculum. 5+ years experience supporting web projects; Very strong knowledge of Adobe Creative Suite; Working knowledge of file version control systems such as Git; In-depth knowledge of responsive design practices, including cross-browser and device compatibility issues and limitations; A strong portfolio displaying examples of web execution; Candidate must be able to obtain the appropriate security clearances. **ATTRIBUTES PREFERRED:** General understanding of Agile Development processes; Working knowledge of responsive design principles and experience with production graphics, image manipulation, typography, layout and color; Strong written and presentation skills, comfortable working directly with clients; High attention to detail, pixel-perfect execution, and able to solve visual design challenges; Past experience with Federal, Government, or Military projects

To apply online go to <https://jobs-schafer.icims.com/jobs/2149/front-end-engineer---ux-developer/jobOJT/>

Title: OJT – Inside Sales Rep

Job Number: 10881899

Job Description

Reporting to the Chief Idea Officer ,the Inside Sales Representative, will be part of a dynamic and growing team. The focus of this role is to originate new customers for eateria, by making outbound calls, qualifying prospects, scheduling sales/web meetings and managing the production of leads to ensure there is a consistent and growing pipeline for the business.

The ideal candidate possesses strong verbal and written communication skills, is comfortable and effective making outbound telephone calls, creating and sending e-mail campaigns, engaging with prospects and collaborating with the entire eateria team.

Key Responsibilities

- Create territory and business plan to generate interest and demand in eateria through outbound calls and e-mail follow up of leads. Must be strong at closing and relentless
- Present eateria ? differentiated value proposition via telephone and e-mail communications to potential customers
- Qualify all eateria potential customers
- Make 50-70 outbound calls per day
- Set up five qualified sales/web meetings per day
- Maintain strong product and competitive product knowledge
- Work closely with sales, account management, marketing and product leads to support all demand generation activities
- Leverage technical tools and quantitative data to develop reports, decks and materials based on client needs
- Work closely with all members of management to support sales development and partnership, distribution of sales analyses and reports
- Research, collect, analyze and report on key performance indicators for management
- Perform due diligence and competitive analyses on business opportunities
- Manage lead/prospect activity with CRM solution for maximum efficiency and visibility
- Maintain and accurate real-time pipeline in CRM solution

Requirements/Skills

- Ability and desire to make daily outbound calls
- Experience using Salesforce or other CRM tools
- Understanding and willingness to learn marketing for restaurants and key business issues for food manufacturers, distributors and operators
- The ideal candidate has some previous inside sales/business development experience and is looking to gain experience at a fast-paced technology company with significant growth potential. Knowledge, experience or interest in working with food service professionals as well as interest in and/or experience in working with large data sets is a plus.

Qualified candidates must send resume to hr@myeateria.com. To learn more please visit our website at www.myeateria.com

Title: OJT – Restaurant Marketing Advisor

Job Number: 10881900

Make great income selling a best-in-class complete digital marketing solutions to the “hospitality industry (hotels, bars & restaurants). The company is an award-winning technology company with a mission to help restaurant, food and hospitality business remain sustainable and profitable using our digital loyalty marketing tool. Our flagship product is a web-based digital loyalty marketing tool, a one stop shop for everything a restaurant, bar or food business needs to build local loyal customers and keep current ones coming.

Sales Location: Territories in Missouri, Illinois, and Wisconsin

Duties & Responsibilities Include?

- Telephone prospecting
- Meeting & selling to direct clients (restaurant, bar, hotel owners/general managers)?
- Joint selling with established partners (Sysco Foods, Food Service Of America, Shamrock Foods, Glazier Food, Bene Keith and others)?
- Develop and deliver sales proposals?
- Close the sale and schedule program rollout is done by an experience account manager, not by the sales person)?
- Develop relationships and grow long term accounts

Profile of Successful Candidates

- Have experience in cold sales prospecting?
- Experience in partnership development and team selling desirable?
- Have held a sales job where compensation was some base and sales commissions ?
- Have a college degree: Associates or Bachelors?
- Have a strong work ethic, is upbeat, energetic and outgoing?
- Are goal oriented and success driven?
- Are highly organized and have the ability to manage time and execute a specific activity plan?
- Have dependable transportation

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Title: OJT – Social Media Ninja Account Manager

Job Number: 10881897

Reporting to the Chief Idea Officer, the Social Media Ninja and Account Manager, will be part of a dynamic and growing team. The focus of this role is to manage customers marketing and success, generate ideas, reach out to your customer weekly, post items and promote the customers brand using eateria. Manage customers facebook, twitter, google plus and online reputation. Ensure there is a consistent and growing activities with customers business.

The ideal candidate possesses strong verbal and written communication skills, is comfortable and effective making outbound telephone calls customers, has prior experience with customer service. Candidate will be creating and sending e-mail campaigns, engaging with prospects and collaborating with the entire eateria team.

Qualifications and Experience of the Successful Candidate

- Has a degree in Communications, English, Marketing or related discipline
- Has worked in a restaurant/bar
- Possesses exceptional English writing skills, bordering on perfection
- Excels at research
- Has work experience or training in advertising, PR, online marketing, retail sales, customer service/care, or similar field preferred
- Is an avid social media user and how to create, send and manage email marketing
- Knows something about HTML or how to edit emails
- Understands Social Media Marketing
- Demonstrates creativity and documented immersion in social media
- Has the judgment and discretion to identify threats and opportunities in user generated content sites
- Has excellent verbal and written communication skills and an ability to work individually on a project or in a highly collaborative team environment
- Is eager to meet and exceed objectives and take on more responsibility
- Brings to the position outstanding organizational skills and the ability to handle multiple projects simultaneously to meet deadlines
- Has the ability to communicate results to management effectively and in a fast paced environment
- Is willing and able to work on a flexible schedule and do what it takes to achieve superior results
- Has a sense of urgency
- Being bilingual or multi-lingual, considered a valuable asset
- Sense of humor, zen attitude and optimism required

Qualified candidates must send resume to hr@myeateria.com. To learn more please visit our website at www.myeateria.com

Title: OJT – Luxury Auto Sales Consultant

Job Number: 10860162

Working as a key member of our team, the Automotive Sales Consultant is a well-informed adviser who is extremely knowledgeable on vehicle selection, performance, accessories, efficiencies, safety, features and functions, and financing options associated with our new and used vehicle inventory. The Sales Consultant confidently presents new and pre-owned vehicles to our customers in an attractive and highly informative fashion that promotes a prompt sale. In addition, our Sales Consultant is expected to maintain an ongoing relationship/communication with our customers in order to encourage networking and repeat business.

The ideal Sales Consultant candidate will have a high school diploma/GED, proven sales performance record (any industry), professional appearance, outgoing personality, and a willingness to continuously prospect in order to sell a minimum quota on an ongoing basis.

The following is a representative list of duties and responsibilities associated with this position:

- Expertly help the customer locate/select a vehicle and options best suited to the customer's needs
- Articulate vehicle selection, attributes, model options, features, purchase and finance options, and dealership policies/services
- Responsibly conduct a vehicle test drive
- Negotiate sale closure in a clear, concise, and highly ethical fashion
- Complete all sales documentation in a comprehensive and accurate manner
- Facilitate delivery by providing a clear explanation of vehicle and features operation, warranty, and servicing requirements
- Current knowledge with regard to promotions, financing options, value-add products/services, servicing plans, and industry trends

REQUIREMENTS

- Negotiation expertise
- Verifiable sales performance (any industry)
- Demonstrated ability to close sales
- High school diploma or GED required; post secondary education or coursework desired
- Ability to hold yourself accountable and achieve goals with limited direct supervision
- Self-motivation and the ability to work in a team environment
- Strong communication, presentation, and writing skills
- An impressive work-ethic
- Neat, clean, and professional appearance

Qualified candidates must apply online at <http://www.mbstl.com/employment/index.htm>

Title: OJT – Internet Sales Manager

Job Number: 10860157

The Internet Sales Manager is a technically savvy individual who understands computers, the internet, and other technologies and who can communicate in a clear efficient way with consumers using their preferred method of communication (internet/email, mobile/Smart phones, tablets, etc.). He or she must consistently and profitably meet new vehicle sales quotas through expert management and leadership of the sales team and by forecasting sales and maintaining proper inventory levels in terms of amount and vehicle types. In addition, the Internet Sales Manager hires, trains, and monitors team member performance, helps resolve customer complaints, and helps with closings when necessary.

The ideal candidate for this position has a high school diploma or GED, two or more years of experience in a large-volume dealership, strong business acumen, exceptional interpersonal skills, strong math skills and sales aptitude, supervisor/coach/manager experience, and a willingness to accept full accountability for sales targets. He or she must have a strong understanding of today's technologies and have excellent computer, internet, and mobile/Smart phone and tablet skills. Effective oral and written skills, good time management skills, and professional dress, speech, and behavior are all required for this position.

The following is a representative list of the duties and responsibilities associated with this position:

- Develops viable sales forecasts and associated sales strategies
- Recruits highly professional sales representatives who share our company's standards of excellence and ethics
- Trains the sales team on sales methodologies that support established sales targets
- Trains the sales team to become subject matter experts on all vehicles and vehicle specifications/features in the inventory
- Establishes sales quotas for each sales representative and provides continuous feedback to manage overall sales goals
- Monitors and adjusts inventory to optimize customer choice
- Measures and reports sales metrics and monitors actuals-to-plan
- Promotes the dealership, its values, and its products/services on a continuous basis
- Works with the Webmaster to continuously update the website to encourage repeat visitors and post specials/promotions
- Takes photos of inventory for use on the dealership website
- Prominently displays web address throughout the dealership, on business cards, in all dealership advertising, and in all other appropriate media
- Helps promote the dealership online via Social Media outlets (Twitter, Facebook, etc.)
- Answers internet leads in a prompt, professional manner and performs long term follow up with internet customers
- Helps internet customers locate/select a vehicle and the options best suited to the customer's needs and responds with email and/or phone call
- Articulates vehicle selection, attributes, model options, features, purchase and finance options, and dealership policies/services
- Responsibly conducts a vehicle test drive
- Negotiates sale closure in a clear, concise, and highly ethical fashion
- Completes all sales documentation in a comprehensive and accurate manner
- Facilitates delivery by providing a clear explanation of vehicle and features operation, warranty, and servicing requirements
- Maintains current knowledge with regard to promotions, financing options, value-add products/services, servicing plans, and industry trends

REQUIREMENTS

- High school diploma or GED required; post secondary education or coursework desired
- Two years of experience in a large-volume dealership
- Strong computer/internet, mobile/Smart phone, and Social Media skills
- Supervisory/management/leadership skills
- Verifiable sales performance (any industry)
- Negotiation expertise
- Demonstrated ability to close sales
- Strong communication, presentation, and writing skills
- An impressive work-ethic
- Neat, clean, and professional appearance

Qualified candidates must apply online at <http://www.mbstl.com/employment/index.htm>

Title: OJT – Circuit Board Assembler

Job Number: 10845310

Biomedical Test Equipment manufacturer, distributor and service provider is in need of a Circuit Board Assembler. The circuit board assembler is responsible for assembling, soldering, and surface mounting electronic parts, systems, and assemblies. Reads and interprets instructions, runs wave solder machine, uses a variety of parts and tools, and fits electronic components together.

Responsibilities:

- Read and understand work instructions and electronic assembly drawings, and receive verbal instructions regarding work assignments
- Assemble circuit boards and electronic systems; install components, units, subassemblies, wiring, or assembly casings, using soldering and other equipment
- Perform manual assembly during the small-scale production of electronic components
- Work may include fitting or soldering parts together. Assembly work is sometimes performed under a magnifying light or microscope
- Adjust, repair, or replace electrical or electronic component parts to correct defects and to ensure conformance to specifications
- Inspect products to ensure conformance to specifications
- Ability to work at a constant state of alertness and in a safe manner

Skills and Knowledge:

- High school diploma or equivalent is required
- Strong eye-hand coordination, vision and manual dexterity to make precisely coordinated movements of the fingers of one or both hands to grasp, manipulate, or assemble very small objects
- Wave Soldering experience a plus
- Small hand assembly experience
- Electrical assembly and soldering experience is a plus
- Strong attention to detail
- Ability to follow and read work instructions
- Assembling and/or inspecting products under a microscope
- Comfortable with repetitive work
- Sit and/or stand at workbenches/workstations for long periods
- Ability to lift and carry 25 pounds

Qualified candidates must send resumes to hrdept@jpccontrols.com

Title: OJT – Security Officer (Armed and Unarmed)

Job Number: 10864657

Seeking reliable, career-oriented individuals for armed and unarmed security officers

General description of responsibilities and expectations:

Conduct the proper licensing/CDS Post training prep through company supervision

Arrive to work on time, dressed properly, and ready to work; be prepared in terms of proper equipment

Check in with the Client, or the CDS Voice Mail System to report your being on-site and your readiness to work

Conduct yourself professionally, according to the expectation of the Client, the Company, and the prevailing expectations of the cognizant Watchman's Division and the Municipality in question

Provide the Client with feedback regarding the secure nature of the site, and make recommendations

Do not leave your post/location for extended periods of time

Report all incidents to the Client, Site Supervisor, and/or Post Commander, and the Company immediately by report

All officers must be in proper uniform, with Metro ID worn on the outermost garment

All officers must be neat in appearance, and all officers must be clean shaven and clothes neat and shoes clean and shiny

Each officer is required to patrol his/her area to familiarize his/herself with any unusual circumstances

All officers will check said property for vagrant and non-residents. All person(s) not having legal or consumer rights to be on said property will be escorted off the property

Officers will insure visible deterrence. All officers will and shall remain visible always

Never will officers pursue suspects off property unless due to a fleeing felony, posing a threat to himself or others

Do not engage in "no-security" activities

Never will officers leave the property to investigate crimes unless committed on property

Officers will not allow any solicitation, gambling, nor any destruction of property on the Property

No alcoholic beverages allowed on the premises, unless it is a retail liquor establishment. No loitering on the parking lots. No drinking out of open containers

All reports shall be completed before his/her end of their shift

All reports will be turned into the office/Post Captain/Commander/Supervisor promptly

All officers will maintain the highest level of professionalism

CD Systems is conducting a recruitment event every Thursday at 10am SHARP! at 807 Waterfront Crossing Drive, Creve Coeur, MO 63141.

For more information call 855/482-4312 x6. To apply send resume via email to cds.tmler@gmail.com

Title: OJT – Partner Sales Representative

Job Number: 10881693

Responsibilities include managing a "pipeline" process of different levels of targeted contacts, assistance in designing and creating a client database, as well as having input into the development of creative materials such as scripts, letters, etc. This is an in-house professional level position and only the best and brightest will be selected to participate in our hiring process.

RESPONSIBILITIES:

- Prospect, develop and enhance existing and new client relationships via inbound and outbound calls
- Ability to manage over 100+ client contact touches a day
- Coordinates with Sales Operations Manager daily on account development, issues, and opportunities
- Obtains appointments by inbound/outbound telephone calls; Implementation of Abstrakt Sales Strategy and ensure the company meets revenue and profit objectives through new business development and maintenance of existing accounts
- Proactively works sales backlog, follow through and other client needs
- Reports Industry trends, competitive pricing, and client feedback to management
- Works in conjunction with Outside Sales representatives to ensure customer satisfaction.
- Increases orders by suggesting related items; explaining benefits; checking clients history
- Maintains and improves quality results by following standards; recommending improved policies and procedures
- Accomplishes sales metrics and organization mission by completing related results as needed

REQUIREMENTS:

- Assertive personality; ability to make cold calls to gather information or relay information over the phone.
- Relationship building skills; ability to establish professional rapport with decision makers over the phone.
- Effectively and efficiently plan and prioritize all deliverables and resources
- Demonstrated ability for follow up and critical thinking
- Consistently identify needs client may not recognize and ensure that approaches and solutions are linked to objectives and future needs
- Consistently manage client expectations, ensure delivery of the highest quality service, and solicit and act on client feedback
- Effectively and efficiently plan and prioritize all deliverables and resources
- Deep understanding and awareness of product development and experience tying product goals to business goals
- Excellent oral and written communication skills
- Excellent organizational skills with a high sense of urgency and attentive to detail
- An unflinching can-do personality and a desire to learn new things
- Prospecting skills and marketing concepts experience with a proven motivation for telephone sales
- Must work well in a team environment and maintain adherence to all company policies and procedures

Qualified candidates must email resume to careers@abstraktmg.com