Looking for a job with a great company?

Check out the Amica Insurance Career Fair!

When: Wednesday, August 19, 9:30 a.m. to 12 p.m.
Where: 100 Amica Way, Lincoln, RI, in the 100 Building Lower Lobby

What: Networking, information on job opportunities and discussions with current employees. We have job openings for customer service representatives, inside sales, IT, our Future Leaders Program and more. Join us to learn about our company and the opportunities available to you, now and in the future. We encourage you to bring your resume. If you're interested in attending, sign up here: https://www.surveymonkey.com/r/AmicaCareerFair
We look forward to meeting you!

Town of Middletown, Middletown, RI contact: Cecilia Dursi, email: cdursi@middletownri.com

Principal Planner / GIS Manager: The Principal Planner / GIS Manager is responsible for managing, organizing, coordinating and maintaining the Town of Middletown geographic information system (GIS), program and staff. This position also manages, prepares and administers planning related grant applications and serves as the Project Manager on various grant-funded and other related projects. The Principal Planner / GIS Manager assists the Director of Planning & Economic Development with administration and coordination of the overall Planning Department activities and the supervision of the Economic Development program and staff. This position provides technical advice and administrative support in land use planning and organizing, coordinates programs and decisions that shape both current land development and long-range plans of the community and is responsible for formulating and implementing programs that require a comprehensive knowledge of subdivision rules and regulations, zoning and land use regulations, and community and economic development principals and procedures. The Principal Planner / GIS Manager assumes the role of the Director of Planning & Economic Development in his/her absence. The Principal Planner/GIS Manager is responsible for providing general services and support throughout the Town as assigned. This position interfaces with the general public, taxpayers, customers, outside agencies, employees and others on a daily basis and requires a commitment to the highest quality of customer service. Qualifications: Position requires a Master’s degree in community planning or related field, or a Bachelor’s degree with a minimum of three years of recent experience in urban or regional planning or a related field; GIS Professional Certification is
preferred; must possess a valid motor vehicle operator’s license; must successfully pass a
background investigation. Also required: 1. Requires knowledge of the principles and practices
of planning, zoning, and related state and local land use legislation, procedures, codes and
standards. 2. Requires knowledge of the principals and techniques of community development
and growth management. 3. Must possess the knowledge of the principles and applications of
applications. 5. Must have the ability to establish and maintain effective working relationships
with co-workers, boards, corporations and committee members, public and private sector
officials, and the general public. 6. Must be able to conduct independent research and to
analyze and interpret results. 7. Must be able to communicate effectively both orally and in
writing. 8. Must be able to attend evening and weekend meetings as required. 9. Must possess
computer skills including the use of word processing, spreadsheet, graphics, database
development and management applications. Please email resume and cover letter.

Blackstone Valley Community Health Care, Inc., 39 East Ave., Pawtucket, RI 02860, contact:
Stephanie Calenda, Director of Human Resources & Labor Relations, email:
scalenda@bvchc.org

**Director of Marketing Communications:** BVCHC is currently seeking qualified applicants for a
Director of Marketing Communications. This position is responsible for internal and external
communications. Through a consistent image, this position will work on community outreach
to establish the organization within the community to attract new patients. Internally, this position
will work with the Patient Engagement staff to ensure patient satisfaction and engagement in
programs offered through the organization. The ideal candidate will hold a Bachelor’s Degree in
Marketing, Communications, or a related field. At least 3 years related experience in community
outreach, preferably in a healthcare environment. Cultural sensitivity necessary to work with a
diverse patient and staff population. Bilingual ability in English and Spanish, Portuguese or
Creole speaking abilities preferred. Blackstone Valley Community Health Care, Inc. (BVCHC) is
committed to providing high quality, accessible, affordable, comprehensive health care to the
residents of the lower Blackstone Valley. BVCHC uses a model of primary care that stresses
prevention, education, and patient empowerment. Please submit resume and salary
requirements via email.

KESQ-TV, Palm Springs, CA., contact: Catherine Ferguson, HR Coordinator, email:
catherine.ferguson@kesq.com

**Chief Meteorologist:** Responsibilities: To produce, prepare and write all material
necessary for live weather segment for our number one newscasts.
Qualified candidates will:
1. Create all maps and graphics for our 5:00 PM, 6:00 PM and 11:00 PM newscasts
   using our weather graphic system.
2. Produce a weathercast that is interesting, informative and follows station guidelines.
3. Attend and participate in news rundown meetings.
4. Be highly engaged on our digital platforms including KESQ.com, our Weather App,
   Facebook and Twitter.
5. Present weathercasts or severe weather updates live.
6. Work with the news managers to generate enterprise weather stories.
7. Broadcast from live, on location weather or news events as assigned.
8. Participate in station promotional events/appearances as required.
9. And perform other duties as assigned.
Qualified candidates should have at least three years on-camera experience as a Meteorologist or broadcast weathercaster. AMS/NWA Seal of Approval preferred. You must be able to work well under pressure and work well with others. Candidate must pass a drug and background screening. When applying for this position, please note your referral source, email resume and reel.

**Travelers, Hartford, CT**

**Info Systems Manager:** Manages team of 6 employees and partners with GSO team that is scaled based on demand; GSO engagement is leveraging the Project Collaboration Sourcing model; Manages the PI Property Suite of systems comprising of HOMES, Homeowners, CCF, City Database, and Agency Interface; Plans at an operational level and manages the effective use of resources. Leads assigned staff to implement and/or maintain a medium system or multiple smaller systems and/or assigned project(s). Manages to the operational plan for assigned information systems and/or projects of business unit significance Transforms business specifications into cost-effective information systems applications through resource/staffing plans, prioritizes work and manages within established budget objectives Provides the division and business areas management with timely and accurate information regarding the performance of the assigned system(s) Responsible for all aspects of human resource management of staff. To apply for this position, please copy and paste the following link into your browser address bar: [http://travelersindex.contacthr.com/41379918](http://travelersindex.contacthr.com/41379918)

**Software Engineer:** Provides expert programming and/or analysis skills for specific systems assignments. Acts as the interface between the systems and the technical support areas when additional technical support is required. An expert technician or analyst assigned to a single system or group of small systems; has demonstrated the ability to perform programming and analysis functions at a very high degree of accuracy and speed; has advanced research and analysis skills; builds effective alliances. Demonstrates a personal commitment to technology; can express technical solutions in the terms of business. Qualifications: Bachelor’s degree in (Computer Science or Computer Information Systems or Statistics or Mathematics) or equivalent experience; 3 -5 years’ experience in system development for the sourcing of data into a data warehouse; minimum of 2 - 3 years Microsoft SQL Server experience; ETL Experience in one of the following: AbInitio, Data Stage, or Informatica; experience in analysis, technical documentation, developer testing, code migration, production support; Experience with a scheduler such as Autosys. To apply for this position, please copy and paste the following link into your browser address bar: [http://travelersindex.contacthr.com/42017443](http://travelersindex.contacthr.com/42017443)

**Banneker Industries, RI, email: llamothe@banneker.com**

**Associate, Customer Account Relationship Management (CARM):**

Responsibilities:

- Coordinates and monitors the administrative and contractual performance of key Banneker contracts, also aiding in negotiations, contractual changes and coordinating preparations of reports;
- Schedules and coordinates regular business review meetings/presentations to the Customer in order to reflect the value of the services provided. Establish standard templates as the baseline for periodic reporting of actual performance
against contract requirements as well as other key information. Documents and distributes metric data and reports;

- Responsible for managing the administration components of Customer contracts including the preparation and verification of contracts and associated paperwork to prepare a complete contract package, maintaining action logs, coordinating scheduled and non-scheduled review meetings and driving problems and issues to resolution.
- Continuously remains engaged with all operations, quality, supply chain and other Banneker personnel to ensure that the expectations of services provided to Customers are being met. Proactively assess, clarify, validate and communicate changing Customer needs on an ongoing basis, escalating issues as necessary and following-up on all requests and open actions until closed. Coordinate the involvement of Banneker SMEs, Customer and other stakeholders to meet contract performance objectives and Customers' expectations;
- Manages and solve conflicts with Customers including serving as a key point of contact for all business critical communications to Customers; ensures that all stakeholders are informed of significant issues or concerns and must know when it is appropriate to escalate issues to the next level of management;
- Establishes and maintains strong, productive, professional relationships with all key Customer and Banneker points of contacts/stakeholders while ensuring a courteous, articulate, and professional demeanor at all times;
- Collaborates with other document retention and contract compliance personnel to store, manage and track Customer and contract-related documents, ensuring accuracy, quality and integrity by adhering to Banneker’s record retention and document lifecycle policies, safeguarding information and effectively retrieving data. Maintains up-to-date account information including prompt updates of contact information and other pertinent intelligence.
- Makes recommendations to improve related processes including the development, implementation and continuous improvement of policies, procedures, processes, and work instructions necessary to achieve Customer account relationship management performance standards and targets;
- Meets or exceeds established individual performance goals in support of overall corporate growth and success;
- Observes and communicates emerging trends to inform Banneker senior management and other stakeholders of any significant events;
- Supports and engages in programs, projects and practices behind Banneker’s culture and strategy and comply with all policies and procedures. Serve as a brand ambassador and a professional steward of Banneker resources and reputation;
- Contributes to maintaining compliance to Quality Management System certifications and participate in projects and initiatives focused on driving Continual Improvement throughout the organization;
- Integrates new knowledge, skills, and best practices into daily work and share with colleagues as appropriate;
- Contributes to maintaining compliance to Quality Management System certifications and participates in projects and initiatives focused on driving Continual Improvement throughout the organization.
- Performs other duties as assigned.

Qualifications:

- 2 - 3 years job-related experience in customer relationship management, account management, sales or project management is highly desired; college degrees
are a plus, but not required. Experience in supply chain or manufacturing environments is a plus;

- Excellent business writing and communications skills in English with the ability to effectively compose written content;
- Ability to work effectively in a team environment and excellent interpersonal and presentation skills;
- Strong technology skills, including experience using MS Office products, mobile technology, web browsers and other technology resources;
- Ability to understand Customer needs and objectives from programmatic, financial, organizational, and technical perspectives, and develop solutions through collaboration with internal staff and teams that resonate with Banneker leadership and Customers;
- The ideal candidate is a highly flexible, but also highly organized individual with the ability to work under stringent deadlines and time constraints while under pressure and managing multiple projects simultaneously;
- The ideal candidate should have a proven track record for delivering excellent service to demanding Customers. A United States Citizenship is required for this position. Please email resume and cover letter.

United Way, Rhode Island, website: [www.uwri.org/jobs](http://www.uwri.org/jobs)

**Project Manager, Basic Supports:**

Primary Duties and Responsibilities:

- Serve as the initiative lead staff for United Way’s work in the areas of basic needs, health and housing stability.
- Work with community stakeholders and experts as well as the community investment department to develop operational plans for the work related to basic needs and report to those groups periodically about progress toward goals in the plans.
- Develop and implement a work plan that achieves goals related to our Healthy Families and Zero 2016 Campaign and Housing Affordability initiatives.
- Manage the grant process for Healthy Families, including the development of RFP, coordination of review of grants, and monitoring of grantees.
- Manage the grant process for secure and affordable housing, including the development of RFP, coordination of review of grants, and monitoring of grantees.
- Seek opportunities for grants that enhance the efforts to ensure that families are healthy.
- Staff committees and work groups of the community investment department as needed.
- Work with the resource development department to identify potential funding opportunities from United Way’s current pool of donors that might further support and expand United Way’s work in this area.
- Connect the health, housing and basic needs work to UWRI’s other areas of work, including education initiatives, workforce development, financial security and economic stability.
- Work with the project manager for public policy and government relations to identify and advocate for policies that will support housing access and affordability and support efforts to ensure families are healthy.
- Represent United Way as a member of the Rhode Island Emergency Food and Shelter Board.
• Work with other community stakeholders to distribute the Winter Emergency Shelter Fund.
• Work with other United Way staff to develop and implement common data systems and outcomes measurement tools for basic needs programs funded by United Way.
• Foster innovation through piloting and sharing of potential best practices.
• Convene stakeholders in the community to discuss and design systems that encourage an integrated service delivery of basic supports for individuals and families.
• Establish and maintain working relationships with local, state and national governmental entities, community organizations and policymakers regarding health, housing and basic needs issues.
• Represent United Way on boards, committees, task forces, and regional and national meetings related health, housing and basic needs.
• Conduct policy and field research as needed to support the development of basic needs initiatives in collaboration with United Way’s research and data and public policy staff.

Experience/Qualifications:
• Bachelor’s Degree Required (Master’s Preferred)
• Knowledge of and experience in field of basic needs and financial stability required, health field a plus.
• A minimum of 2 years of experience as manager or project leader involving significant responsibilities.
• Proven experience in relationship building, problem solving, negotiation and facilitation skills.
• Proven experience in community development, organizing and engagement strategies.
• Proven experience in successful grant writing
• Excellent organizational skills
• Effective listening and strong verbal and written communications skills, including public speaking skills
• Strong interpersonal skills with an ability to relate to diverse groups and individuals.
• Flexible and self-directed
• Ability to move projects forward in a timely and responsive manner
• Experience working with a board of directors and/or steering committees.

Please apply via website.

The Bowdoin Group, Waltham, MA., contact: Beth Coyne, email: bcoyne@bowdoingroup.com

Sales Associate: Job Description: We are seeking driven and motivated individuals for a rewarding career opportunity revolved around sales, recruiting, communications and consulting. As a Sales Associate, you will gain hands on experience working with our existing client base and our dynamic team of professionals to source and match candidates with career opportunities, and also act as an advocate for the candidates by marketing them to clients. In addition, the Sales Associate will network and maintain relationships with candidates to assist in furthering their careers as well as develop business opportunities. Qualifications:
• Experience in a customer-focused, service or sales related position with the desire to begin a career in sales/recruiting
• Self-starter with a desire to be financially rewarded for hard work and accomplishments
• Capacity to work in a high growth, fast-pace environment
• Collaborative, team player with high standards and ethics
• Demonstrated the ability to exceed goals and take initiative
• Bachelor’s Degree

Please email resume and cover letter.

Johnson & Johnson Consumer, Inc, Cumberland, RI contact: Amy Ruanova
Talent Acquisition Sr. Recruiting Specialist, Email: aruanova@its.jnj.com

**Customer Development Manager (CVS):** The Manager, Customer Development (CDM) is the key daily interface responsible for the customer relationship. The CDM has direct selling responsibility and is accountable for achieving shipment goals and consumption sales objectives by managing an assigned product group(s) at a customer team. The incumbent develops and executes customer-specific business plans that support and are aligned to customer and marketing strategies. This role monitors key metrics to track progress and adjusts the plan as needed to deliver results. The CDM manages a trade promotional budget for optimal ROI and ensures internal/external alignment, while growing and maintaining relationships with key stakeholders. Key responsibilities include, but are not limited to: developing and executing business plans to deliver sales results, including maximized volume potential, increased merchandising effectiveness, growth of product group(s), and brand share; responsibility for accurate forecasting of monthly sales by franchise and/or brand and special packs/displays; leading annual business planning process within assigned account(s). Additionally, the CDM leverages business analytics to influence customer and company decision making at top-to-top levels; utilizing internal/customer business systems to manage and maximize plans (i.e., LYNX and ISIS); regularly reconciles payments and updates promotional plans to remain within budget; creating impactful, insights-based presentations in order to translate sales objectives into customer strategy and business plans around distribution, merchandising, promotion, and planogram placement; serves as “voice of customer” to the company in order to address customer needs and accomplish goals and objectives, including launch of new items and optimal 4P execution; influencing across the organization to ensure full alignment to the customer/company business plan and drive long-term business objectives; managing trade spend to stay within budget and to maximize ROI; creating, establishing and/or managing customer-specific scorecards to monitor sales progress and identify and close sales gaps; serving in the role of expert on assigned product group(s) and designs innovative programs that generate a win-win outcome; providing input into the development of junior team members; complying with company policies and procedures at all times; maintaining and complying with SAFE Fleet & Safety objectives and policies. Qualified applicants will have the following: 4-year degree in Business, Marketing, or related field; at least 6 years of experience in a consumer package goods sales environment and/or at least 6 years of direct sales experience within another Johnson & Johnson sector are required; strong preference will be given to candidates who have experience calling on CVS and who have a strong analytical background. Additionally, qualified candidates will have the following skills/abilities: ability to prioritize and to successfully manage multiple projects/initiatives; ability to work in a matrix environment; ability to interpret and communicate complex business data; ability to manage conflict and negotiate successfully; Strong interpersonal skills and ability to build relationships; strong computer skills, including MS Office Suite applications, sales
database, and web applications. There will also be about 25% travel required of this role. Please email resume and cover letter. Please email resume and cover letter.

**Shopper Marketing Manager:** The Shopper Marketing and Insights Manager, serves on an assigned customer team and is responsible to develop, align and execute shopper marketing strategies and tactics along the entire path to purchase. The incumbent will be assigned to specific consumer categories/brands and will support group marketing events. The incumbent leverages category and shopper insights to create actionable customer marketing plans. The incumbent participates in special projects as assigned by the supervisor. Key responsibilities may include, but are not limited to: Leads development, alignment, execution and measurement of shopper programs for major drug retail customer (to include but not limited to media collaboration, shelf / in-store communication, direct mail, event marketing, etc...). Serves as "voice of customer" with internal brand partners and sales strategy to enhance understanding of the assigned retailer’s brand equity and marketing strategies and programs. Effectively translates the assigned brands/categories perspective at the customer to improve merchandising and marketing activations and facilitate the attainment of business goals for both. Accountable to ensure execution with excellence these strategies and tactics and monitors effectiveness. Owns the relationship with the customer's Retail Marketing team to collaboratively plan, create joint value and influence decision making. Partners on joint research projects to identify relevant retailer insights and validate shopper communication. Supports the identification and development of strategic alliances with the customer, Drug channel and/or J&J sectors. Partners with third party vendors to develop and activate key tactics. Complies with company policy and procedures at all times. Maintains and complies with SAFE Fleet & Safety objectives and policies.

**Qualifications:**
- 4-yr degree required. Relevant graduate experience a plus. 4+ years prior experience in consumer package goods is strongly preferred. Experience in brand marketing or sales strategy or shopper marketing or customer sales is required. Opportunity to influence and sell to major drug retailers across leading consumer growth categories, brands and group events. 25% or more travel required. Ability to influence decision-makers up and down one or more levels, with and without direct authority, to ensure a fully-aligned customer/company business plan. Demonstrate effective communication and negotiation skills with a strong attention to detail to sell in programming to Director level decision makers within the customer as well as across the company's marketing and sales teams. Ability to devise and deliver persuasive presentations, based on shopper insight, to gain support for business strategies and initiatives. Strong computer skills, including MS Office Suite applications, database information sources, and web applications. Please email resume and cover letter.

**Customer Development Analyst:** The incumbent is proficient and knowledgeable of category management fundamentals. The incumbent proactively utilizes data and analytics to make recommendations on key business issues (4Ps). The incumbent assembles and provides market and competitive data to track business results, monitor productivity, support new product launches, assess category, customer or shopper trends, and develops recommendations based on the analysis. The incumbent assesses and draws conclusions from shipment, POS, customer, competitive, and syndicated business data to identify trends, gaps, competitive threats, ideal assortment SKUs, and sales opportunities. The incumbent translates, creates, recommends, and presents these findings to customer and/or internal teams. The incumbent participates in special projects as assigned by the supervisor. Key responsibilities include, but are
not limited to: Supports team members/partners by organizing, analyzing, and drawing conclusions from a variety of data sources, including IRI, Nielsen, POS, and Shopper/Panel, to identify trends and provide insights-based recommendations. Ensures that data is accurately formed, reported, and error-free when preparing data sets through careful review and refinement prior to performing analysis. Provides timely point of sale results to field sales teams, based on data availability. Tracks and reports sales performance, such as promotional, new items, customer results, customer groups, or categories. Develops planograms recommendations to support customer sales at the shelf, and performs pre and post-analysis. Supports new product launches by developing fact-based category stories that differentiate J&J products from competitive offerings. Executes specific steps of the new product launch strategy, such as developing fact books, UPC codes, or artwork. Partners with cross-functional peers to develop accurate SKU-level forecasts. Completes all required training curriculum and achieves set standards. Completes special projects as assigned. Complies with company policies and procedures at all times. Maintains and complies with SAFE Fleet & Safety objectives and policies. Qualifications: A 4-yr degree or equivalent is required. 2 to 3 years prior experience in customer sales or in a consumer products environment or equivalent is required. Minimum of 2 years analytical experience is required. IRI or Nielsen syndicated data proficiency preferred. Understanding of IRI or Nielsen panel measures is preferred. Exposure and understanding of any loyalty card system and metrics is also preferred. Please email resume and cover letter.

Here are some suggested job listing websites that you may want to consider:

- rhodeislanddiversity.com
- Rlijobs.com
- OceanStateJobs.com
- HelloProvidence.com
- JobsinMA.com
- www.newenglandherc.org
- MassachusettsJOBS.com
- www.usajobs.gov
- giggijobs.com
- thingamajob.com
- JobsinRI.com
- OneWire.com
- SnagAJob.com
- TriStateJobs.com
- masslive.com
- gojobs.com
- WorkConnecticut.com
- jobstar.com
- EmploymentGuide.com
- CONNECTICUTJOBNETWORK.com

**Bryant University** is a nationally recognized leader in higher education, has a proud academic tradition of educating men and women, offering them opportunities to acquire knowledge and strengthen character so they can achieve success as they define it. Bryant is also dedicated to the success of our faculty and staff, and the school provides excellent benefits, training, and support so that individual talents may flourish for the benefit of its students. For a full listing of our current career opportunities, please visit our website. Bryant University is an EEO/AA employer and an institution committed to diversifying its staff.