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<td>Global Healthcare Marketing Solutions Manager</td>
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<td>6-9 years</td>
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<tr>
<td>10-16 years</td>
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<td>16+ years</td>
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Description


Education

BSME or BSIE, or equivalent. MBA a+

Qualifications

Typically requires at least 5+ years of experience in supply chain development, sourcing management or strong mechanical engineering background in product development. Individuals who are good communicators, capable of working in multinational environments, driven and motivated by accomplishing world-class objectives. The ideal individuals will have will have a focus on any of the following: Mechanical engineering, mechanical development, manufacturing practices/techniques involving CNC Machined parts, sheet metal, enclosures, casings, jigs, tooling, fixtures, injection molding, vacuum forming, plastic parts, ceramics, etc.
Zebra Technologies Corporation (NASDAQ:ZBRA) builds identification and tracking technology that generates actionable information and insight, giving companies unprecedented visibility into their businesses by giving physical things a digital voice. Zebra’s extensive portfolio of solutions give real-time visibility into everything from products and physical assets to people, providing very precise operational data not only about where things are, but what condition they are in.

Person in role will serve as the primary solution development manager for the Healthcare vertical

- Identify and develop global / local vertical solutions leveraging existing products, solutions, and services.
- Create innovative and competitor differentiated solutions
- Create customer stickiness and ensure our solutions become indispensable to end-user customers
- Partner with Regional & Demand Center Marketing to execute strategies
- Build customer centric business disciplines in Healthcare vertical business
- Identify the unarticulated and the unmet current and future needs for all Healthcare end-user customer stakeholders
- Establish yourself as a global Healthcare vertical subject matter expert
- Provide key input for 3 year global strategic plan including a solutions road map, financial plan and 1 year operating plan
- Define, design, develop, and deploy market specific solutions to drive towards revenue targets working with key BU stakeholders and regional marketing
- Identify growth revenue targets working cross functionally with the product and sales teams
- Partner with virtual team including entries across Zebra, regional marketing leads, solutions marketing leads in each region and demand center vertical

Qualifications

- BS or BA degree, MBA preferred
- 2 to 5 years working experience at consulting firm
- Successful track record of developing & executing strategic plans
- Client or business experience in the Healthcare segment
- Client or business experience in the technology sector
- Strong financial acumen
- Demonstrated success in building virtual teams of stakeholders
- Exceptional communication skills
Quantcast is looking for an experienced Product Marketing leader to drive adoption of our measurement and advertising products for cross-platform publishers. This role reports to the Head of Product Marketing and is responsible for launching, positioning and packaging Quantcast’s publisher products as well as leading the ongoing strategy and execution for publisher marketing efforts.

- Manage product launches and ongoing marketing strategies to drive commercial success for Quantcast publisher products.
- Collaborate cross-functionally with company executives, engineering, product management and sales teams on product and marketing strategy and execution.
- Manage the team that produces go-to-market materials, including product collateral, website, case studies, press communications, product trainings, etc.
- Coordinate activities across marketing functions to effectively promote the publisher product suite via all available channels and tactics, including trade marketing/events, demand generation, paid advertising, PR, etc.
- Manage metrics and methods for measuring marketing’s impact to product adoption and usage
- Consistently analyze market needs and competitor offerings to represent the voice of the customer to product stakeholders and ensure Quantcast’s messaging is compelling and differentiated
- Develop and deliver presentations on Quantcast products as well as media and advertising topics for both internal and external audiences.
- Drive a culture of execution and results-orientation.
- Effectively use trade and industry organizations to further Quantcast goals.

Qualifications

- Bachelor’s Degree required. MBA, or similar advanced degree preferred.
- 5 to 7 years experience working in a product marketing capacity.
- Passion for online media and deep knowledge of the advertising industry, including ad tech, programmatic and brand.
- Experience in a client-facing role preferred.
- Experience with launching digital advertising products and demonstrating impact to sales and/or company goals.
- Demonstrated ability to successfully use varied marketing tactics to accomplish commercial objectives.
- Excellent verbal and written communication skills and ability to package products to suit customer needs.
Description

FSG aspires to provide a world-class working environment, offering professional growth and learning opportunities on par with other top-tier employers in both the for profit and nonprofit arenas. As a member of the People team, the Staffing Manager, Consulting Projects will lead the firm’s staffing process, elevate people issues, identify capacity concerns, and partner with other members of the People team to coordinate and align our efforts. This role will report to the Director of People Development.

Work with firm’s leadership and staff to optimize staffing assignments and resource allocation for client projects as well as internal projects

- Work with firm leadership to understand needs for cases/projects and make recommendations based on staff availability, skill set, professional development needs and preferences
- Work with consulting staff individually to understand professional development needs and concerns; coach staff on career progression
- Manage communication of staffing decisions to staff and firm leadership
- Handle difficult and/or unique employee situations (e.g., staffing restrictions based on personal moral compass, complex personal situations) with a high degree of empathy and professionalism, in keeping with FSG’s broader culture
- Identify and raise issues around staff capacity, professional development, team challenges and/or individual concerns
- Proactively identify and raise issues with firm leadership around limited and/or excess staff capacity
- Act as thought partner with other People Team leaders and firm leadership on any staff interpersonal, personal and/or professional development concerns
- Manage FSG’s monthly Workload Survey and communicate to firm leadership where individuals and/or teams may need additional support
- Collaborate with other members of the People team, specifically the Manager of Professional Development & HR, to generate ideas for further supporting staff via trainings and other professional development opportunities

Qualifications

- 6+ years in roles of progressive responsibility in professional services environments, as either a member of the consulting staff and/or operations team; experience with resource allocation in a professional services setting is a plus
- Experience leading in a multi-stakeholder environment and effectively navigating decisions that involve competing priorities
- Bachelor’s degree required; Master’s degree in a business/human resources related field a strong plus
The VP, Strategic Alliances is responsible for building and maintaining relationships with MATTER’s current and potential partners. MATTER currently has upwards of 50 partners, which include large healthcare corporations, hospitals and health systems, medical associations, universities and service providers[1]. By the end of 2015, MATTER plans to have more than 100 partners. The VP and his or her team will be responsible for securing new partnerships while strengthening relationships with existing partners.

The mission of this position is to help establish MATTER as a premier center for healthcare technology innovation by building and cultivating meaningful, long-term relationships with strategic partners.

Key Responsibilities: Define the strategic alliance strategy, Identify leads and build relationships, Manage long-term relationships. Support program development.

Qualifications

Preferred qualifications include:

- 10+ years experience as a business executive with experience in alliance, management, sales, business development, strategic consulting or a similar field.
- Significant and proven leadership in senior management roles involving outward-facing responsibilities.
- Strong and demonstrated strategic thinking, ability to think creatively and develop non-traditional solutions to complex business challenges.
- Change agent for innovative concepts and novel approaches to “big issue” challenges. Energizing, passionate and focused on the creation and delivery of business value.
- Demonstrated ability to thrive in fluid or non-traditional work environments typical of startups or other fast-paced organizations.
- Comfort operating in a semi-public environment, where expectations are high and where there is considerable attention on the product and outcomes.
- An advanced degree (e.g. MD, MBA) is preferred.
Warner Bros. Entertainment is a fully integrated, broad-based entertainment company and a global leader in the creation, production, distribution, licensing and marketing of all forms of entertainment and their related businesses. A Time Warner Company, Warner Bros. Entertainment stands at the forefront of every aspect of the entertainment industry from feature films to television, home entertainment/DVD, animation, product and brand licensing and interactive entertainment.

Warner Bros. Entertainment Inc. is currently seeking a Manager to join the Corporate Business Development & Strategy team. This position will support Warner Bros. in the development of strategic growth opportunities and the execution of corporate transactions. The team collaborates with partners across all Warner Bros. divisions – including Theatrical, Television, Home Entertainment, Games (console and mobile), DC Entertainment and Consumer Products – to prepare strategic analyses and recommendations for Warner Bros. senior management on high profile projects and in a fast-paced environment.

An overview of the responsibilities include: (1) providing financial and strategic support in executing mergers & acquisitions, partnerships, investments and joint ventures; (2) evaluating new business development initiatives; and (3) assisting in the development of global long-term strategy for Warner Bros. divisions. Recent example of group projects include: strategic investments in Machinima and Kabam, acquisitions of Eyeworks and Alloy Entertainment, and evaluation of various digital and international opportunities.

Qualifications

- Ideal candidates will have the following qualifications:
- MBA degree required.
- Minimum three years of work experience in investment banking, strategy consulting, or related media & entertainment field.
- Experience preparing complex financial models and valuation analyses for mergers & acquisitions or similar strategic initiatives.
- Experience analyzing detailed company financial statements.
- Must demonstrate excellent written and oral communication skills.
- Strong research and analytical skills required.
- Advanced knowledge of Microsoft Excel, Word and PowerPoint required.
- Ability to manage multiple projects simultaneously and meet various deadlines.
- Ability to work independently.
- Knowledge of media landscape and trends required.
Description

A small but growing economic consulting/forecasting/data analysis/market research firm in downtown Chicago is looking to add a strong technical marketing/sales representative to our team.

While this is a marketing/sales position, the person who fills this role will have a degree and experience in economics, econometrics, statistical analysis, or analytical mathematics. You will have to demonstrate your understanding of the economic impact of the work we do for our clients and be able to convey that to new business prospects. In this position, you will be required to:

- Achieve high level selling with solution selling experience in the economic consulting, forecasting, data analysis, or quantitative market research arena.
- Develop annual Sales and Marketing plans and bring in new business.
- Prospect new business segments and seek out innovative solutions for key industry segments as defined by the joint Sales and Marketing business plan.
- Generate revenue consistent with market potential, established quotas and margin expectations.

Qualifications

- Bachelor’s degree or higher in Economics, Statistics, or Mathematics, or related field.
- Graduate work, MA or PhD strongly preferred.
- Minimum of 3 years sales experience in B2B sales.
- Experience using the Salesforce.com CRM application.
- Proficient computer skills including Microsoft Office, experience with statistical analysis software preferred.
- A self-starter who can work independently and collaboratively in a team environment.
- Excellent verbal and written communication skills.
- Excellent presentation skills.
- Positive, upbeat and outgoing personality with ability to relate well with others both in person and over the phone.
- Impeccable attention to detail.
- Ability to organize and prioritize work.
- Goal oriented and focused on achievement.
- Strong desire to learn, grow and succeed.
ghSMART's mission is to use our expertise in business and human behavior to help CEOs, boards, and investors build valuable organizations. We regularly serve those who share our belief that leadership is the ultimate lever for positive change in the world, including the largest private equity firms, leading investment management firms, Fortune 500 companies, and highly respected non-profits.

We are trusted advisors on the leadership challenges that are most important to our clients’ personal and professional success. Clients seek our counsel in areas such as CEO succession, acquisition diligence and integration planning, leadership selection and development, and talent and organizational strategy. Meaningful work, high caliber teammates, and a culture of freedom and flexibility enable our teams to enjoy fulfilling and impactful careers.

**Qualifications**

- MBA from a top 10 program
- 3+ years of post-graduate work
- Consistent top quartile performance in your role
- Passion for human capital and leadership consulting
- Strong project management skills
- Spike on client relationship building
- Required Skills
- Excel at client service
- Excellent written and verbal communication skills
- Possess an entrepreneurial spirit
Description

Join one of the fastest growing private equity-backed healthcare companies in the country! We are uniquely positioned in the hottest area of healthcare, providing Healthcare Plans and Providers with a one-stop solution that coordinates all our patient’s home healthcare needs, including skilled nursing services, home infusion therapies, physical therapy, and durable medical equipment.

The Senior Director, Strategy & Development is responsible for the successful alignment of CareCentrix with market capabilities and needs for innovation. The position will identify and assist in prioritization of scalable, provider-based strategies including but not limited to ACOs, Bundled Payments, Hospital Partnerships and Gross Margin enhancement initiatives.

Qualifications

- Bachelor’s Degree in a transferrable discipline required. Master’s Degree, Finance/MBA preferred.
- 8+ years in a wide variety of managed care strategic leadership roles
- Demonstrated work experience in execution of strategic planning
- Excellent organizational and analytical skills required.
- Knowledge of Utilization Management and URAC standards.
The Chief Operating Officer will report directly to the Chief Executive Officer and oversee the day-to-day operations and initiatives of the firm. Working together with the executive leadership team, the COO will be responsible for developing and implementing the firm’s long-term strategic plan, which will support sustainable expansion and accelerate the trajectory of recent growth.

Specific Responsibilities

- The Chief Operating Officer will work closely with the CEO and executive leadership team to develop strategic initiatives, which will advance growth and maximize the profitability of the company.
- Lead development and implementation of long-term strategic plan
- Oversee all real estate holdings, facilities, and physical asset strategies
- Oversee annual operating budget
- Lead and manage the company’s 95 employees
- Improve performance review process for all levels of professional in the company
- Oversee IT infrastructure improvements and initiatives
- Oversee the development and implementation of new CRM and inventory management software
- Anticipate, address and manage quality and risk across all operational aspects of the company

Qualifications

- The successful candidate will have a proven track record of leading change in a highly entrepreneurial culture that values excellence, innovation, client service and diligence in all areas.
- The Chief Operating Officer must possess a strong leadership presence and work well within all levels of the organization. A history of developing and promoting staff is required.
- An MBA is preferred with a minimum of 8 years experience in a senior management position. Experience as a General Manager, Chief Operating Officer or business unit leader within a larger company is highly desired with experience managing large technology implementations.
- The position requires superior written and oral communication skills, as well as the ability to present views and recommendations in a clear and compelling manner. The successful candidate will possess the ability to forge and maintain internal and external relationships, negotiate win/win solutions and demonstrate comfort with ambiguity and grace under pressure.
- Excellent business judgment, unquestionable integrity, credibility and character are essential.
- Knowledge of the auction industry is preferred.