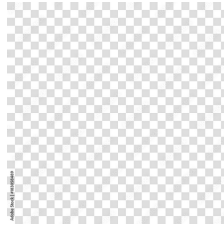


Job Posting Analytics

Lightcast Q4 2024 Data Set

January 2025



Pennsylvania

Parameters

Select Timeframe: Dec 2023 - Dec 2024

Regions:

Code	Description
42075	Lebanon County, PA

Minimum Experience Required: Any

Advertised Salary: Include all postings regardless

Education Level: Any

Job Type: Include Internships

Keyword Search:

Posting Type: Newly Posted

Job Postings Overview

10,576

Unique Postings
25,275 Total Postings

1,426

Employers Competing
1,426 Total Employers

23 Days

Median Posting Duration
Regional Average: 23 Days

2 : 1

Posting Intensity



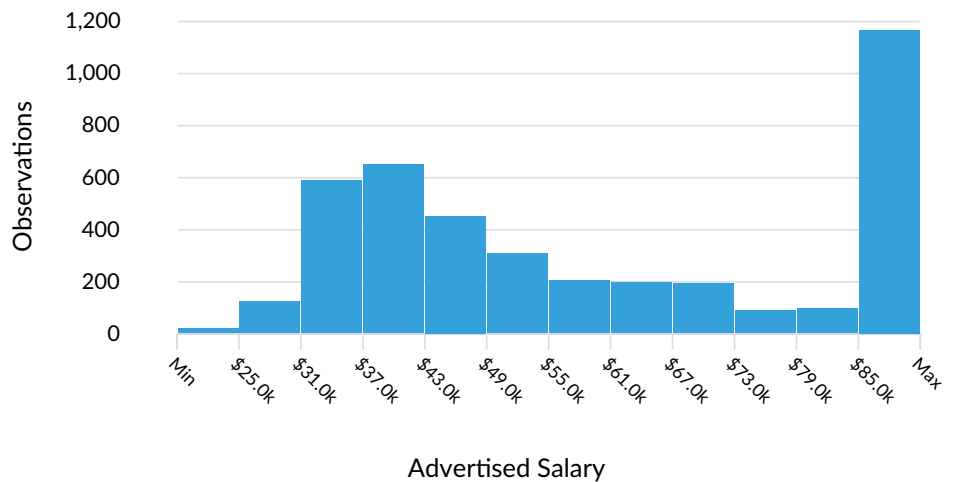
Regional Average: 2 : 1

Advertised Salary

There are 4,060 advertised salary observations (38% of the 10,576 matching postings).

\$52.9K

Median Advertised Salary



Advertised Salary Trend

▲ 36.9% Dec 2023 - Dec 2024

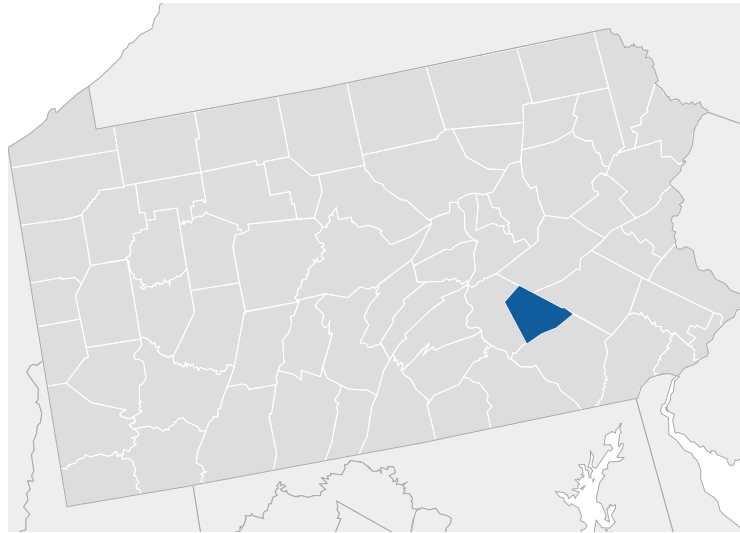
\$52.9k Median



4,060 Job Postings



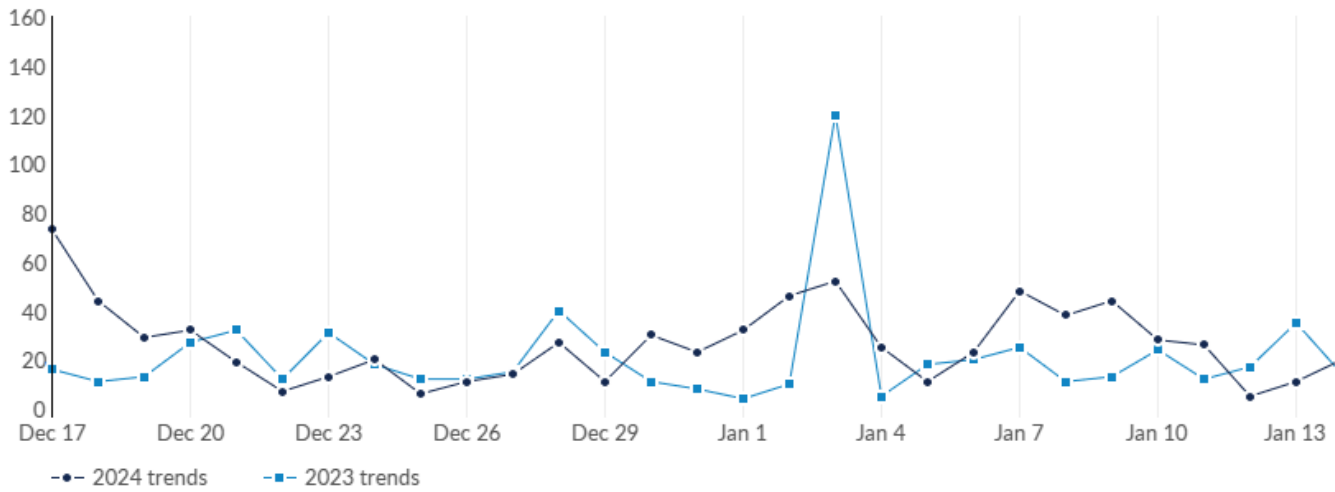
Job Postings Regional Breakdown



County	Unique Postings (Dec 2023 - Dec 2024)
Lebanon County, PA	10,576

Unique Postings Trend

This view displays the most recent 30 days of job postings activity to show near-term trends. It does not reflect your timeframe.



Day	Unique Postings	Last Year's Unique Postings	% Change
December 17, 2024	73	16	+356.3%
December 18, 2024	44	11	+300.0%
December 19, 2024	29	13	+123.1%
December 20, 2024	32	27	+18.5%
December 21, 2024	19	32	-40.6%
December 22, 2024	7	12	-41.7%
December 23, 2024	13	31	-58.1%
December 24, 2024	20	18	+11.1%
December 25, 2024	6	12	-50.0%
December 26, 2024	11	12	-8.3%
December 27, 2024	14	15	-6.7%
December 28, 2024	27	40	-32.5%
December 29, 2024	11	23	-52.2%
December 30, 2024	30	11	+172.7%
December 31, 2024	23	8	+187.5%
January 1, 2025	32	4	+700.0%
January 2, 2025	46	10	+360.0%
January 3, 2025	52	120	-56.7%

January 4, 2025	25	5	+400.0%
January 5, 2025	11	18	-38.9%
January 6, 2025	23	20	+15.0%
January 7, 2025	48	25	+92.0%
January 8, 2025	38	11	+245.5%
January 9, 2025	44	13	+238.5%
January 10, 2025	28	24	+16.7%
January 11, 2025	26	12	+116.7%
January 12, 2025	5	17	-70.6%
January 13, 2025	11	35	-68.6%
January 14, 2025	20	14	+42.9%
January 15, 2025	10	29	-65.5%

Education Breakdown

Education Level	Unique Postings	% of Total
No Education Listed	5,283	50%
High school or GED	2,754	26%
Associate's degree	1,279	12%
Bachelor's degree	1,885	18%
Master's degree	575	5%
Ph.D. or professional degree	253	2%











Minimum Education Breakdown

Minimum Education Level	Unique Postings (minimum)	Unique Postings (max advertised)	% of Total (minimum)
High school or GED	2,754	0	26%
Associate's degree	990	214	9%
Bachelor's degree	1,235	607	12%
Master's degree	225	295	2%
Ph.D. or professional degree	89	164	1%











Experience Breakdown

Minimum Experience	Unique Postings	% of Total
No Experience Listed	6,062	57%
0 - 1 Years	2,275	22%
2 - 3 Years	1,459	14%
4 - 6 Years	620	6%
7 - 9 Years	86	1%
10+ Years	74	1%











Top Companies Posting

	Total/Unique (Dec 2023 - Dec 2024)	Posting Intensity	Median Posting Duration
Wellspan Health	1,187 / 567	2 : 1 	30 days
Bell And Evans	572 / 292	2 : 1 	25 days
Commonwealth Of Pennsylvania	410 / 228	2 : 1 	24 days
United States Department of Veterans Affairs	379 / 207	2 : 1 	14 days
Mastronardi Produce Ltd.	310 / 141	2 : 1 	11 days
Walmart	256 / 137	2 : 1 	31 days
MSC Industrial Direct	180 / 103	2 : 1 	19 days
HCA Healthcare	120 / 96	1 : 1 	16 days
Jooble	272 / 95	3 : 1 	14 days
TE Connectivity	348 / 94	4 : 1 	22 days

Top Cities Posting

City	Total/Unique (Dec 2023 - Dec 2024)	Posting Intensity	Median Posting Duration
Lebanon, PA	15,224 / 5,691	3 : 1 	23 days
Jonestown, PA	1,977 / 889	2 : 1 	25 days
Myerstown, PA	1,671 / 868	2 : 1 	26 days
Palmyra, PA	1,571 / 778	2 : 1 	23 days
Annville, PA	1,189 / 616	2 : 1 	27 days
Fredericksburg, PA	1,202 / 562	2 : 1 	21 days
Mount Gretna, PA	494 / 211	2 : 1 	27 days
Cornwall, PA	256 / 162	2 : 1 	20 days
Newmanstown, PA	401 / 145	3 : 1 	21 days
Campbelltown, PA	173 / 88	2 : 1 	29 days

Top Posted Occupations

	Total/Unique (Dec 2023 - Dec 2024)	Posting Intensity	Median Posting Duration
Registered Nurses	5,464 / 1,250	4 : 1 	22 days
Heavy and Tractor-Trailer Truck Drivers	844 / 360	2 : 1 	22 days
Laborers and Freight, Stock, and Material Movers, Hand	869 / 351	2 : 1 	26 days
Licensed Practical and Licensed Vocational Nurses	768 / 292	3 : 1 	26 days
Retail Salespersons	600 / 284	2 : 1 	22 days
First-Line Supervisors of Retail Sales Workers	481 / 217	2 : 1 	24 days
Magnetic Resonance Imaging Technologists	464 / 188	2 : 1 	32 days
Production Workers, All Other	386 / 167	2 : 1 	20 days
Home Health and Personal Care Aides	339 / 165	2 : 1 	26 days
Industrial Truck and Tractor Operators	446 / 163	3 : 1 	19 days

Top Posted Occupations

Occupation (O*NET)	Total/Unique (Dec 2023 - Dec 2024)	Posting Intensity	Median Posting Duration
Registered Nurses	4,471 / 1,145	4 : 1 	22 days
Heavy and Tractor-Trailer Truck Drivers	844 / 360	2 : 1 	22 days
Laborers and Freight, Stock, and Material Movers, Hand	860 / 347	2 : 1 	27 days
Licensed Practical and Licensed Vocational Nurses	768 / 292	3 : 1 	26 days
Retail Salespersons	600 / 284	2 : 1 	22 days
First-Line Supervisors of Retail Sales Workers	481 / 217	2 : 1 	24 days
Magnetic Resonance Imaging Technologists	464 / 188	2 : 1 	32 days
Production Workers, All Other	386 / 167	2 : 1 	20 days
Industrial Truck and Tractor Operators	446 / 163	3 : 1 	19 days
Physical Therapists	338 / 160	2 : 1 	20 days
Maintenance and Repair Workers, General	319 / 159	2 : 1 	22 days
Nursing Assistants	345 / 136	3 : 1 	23 days
General and Operations Managers	272 / 132	2 : 1 	24 days
Customer Service Representatives	250 / 130	2 : 1 	30 days
Shipping, Receiving, and Inventory Clerks	257 / 129	2 : 1 	16 days
Personal Care Aides	255 / 113	2 : 1 	29 days
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	248 / 104	2 : 1 	25 days
Cashiers	203 / 96	2 : 1 	31 days
Automotive Service Technicians and Mechanics	149 / 96	2 : 1 	35 days
Nurse Practitioners	180 / 94	2 : 1 	22 days
Medical and Health Services Managers	168 / 93	2 : 1 	19 days
Critical Care Nurses	646 / 92	7 : 1 	20 days
Bus and Truck Mechanics and Diesel Engine Specialists	288 / 88	3 : 1 	23 days
Security Guards	160 / 87	2 : 1 	21 days
Medical Assistants	169 / 85	2 : 1 	32 days

Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel	143 / 83	2 : 1		20 days
Food Service Managers	273 / 81	3 : 1		22 days
Merchandise Displayers and Window Trimmers	120 / 81	1 : 1		18 days
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	120 / 79	2 : 1		18 days
Packers and Packagers, Hand	145 / 79	2 : 1		22 days
Radiologic Technologists and Technicians	215 / 78	3 : 1		22 days
Inspectors, Testers, Sorters, Samplers, and Weighers	158 / 73	2 : 1		24 days
Transportation, Storage, and Distribution Managers	118 / 70	2 : 1		25 days
First-Line Supervisors of Production and Operating Workers	172 / 66	3 : 1		29 days
Mechanical Engineers	154 / 65	2 : 1		14 days
Psychiatric Technicians	155 / 65	2 : 1		33 days
Order Clerks	103 / 61	2 : 1		20 days
Physicians, All Other	99 / 60	2 : 1		26 days
First-Line Supervisors of Office and Administrative Support Workers	107 / 59	2 : 1		27 days
Pharmacy Technicians	230 / 58	4 : 1		23 days
First-Line Supervisors of Food Preparation and Serving Workers	170 / 58	3 : 1		26 days
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	105 / 57	2 : 1		20 days
Stockers and Order Fillers	104 / 57	2 : 1		26 days
Child, Family, and School Social Workers	72 / 50	1 : 1		22 days
Home Health Aides	75 / 48	2 : 1		23 days
Hairdressers, Hairstylists, and Cosmetologists	119 / 47	3 : 1		28 days
Electrical Engineers	163 / 46	4 : 1		36 days
First-Line Supervisors of Mechanics, Installers, and Repairers	78 / 45	2 : 1		32 days
Pharmacists	76 / 44	2 : 1		24 days

Top Posted Occupations

Occupation	Total/Unique (Dec 2023 - Dec 2024)	Posting Intensity	Median Posting Duration
Registered Nurse	5,235 / 1,128	5 : 1	22 days
Tractor-Trailer Truck Driver	844 / 360	2 : 1	22 days
Laborer / Warehouse Worker	867 / 353	2 : 1	27 days
Licensed Practical / Vocational Nurse	768 / 292	3 : 1	26 days
Retail Sales Associate	601 / 284	2 : 1	21 days
Physician	452 / 251	2 : 1	23 days
Retail Store Manager / Supervisor	515 / 231	2 : 1	26 days
MRI / CT Technician / Technologist	464 / 188	2 : 1	32 days
Forklift / Pallet Jack Operator	446 / 163	3 : 1	19 days
Sales Representative	268 / 161	2 : 1	20 days
Physical Therapist	338 / 160	2 : 1	20 days
Building and General Maintenance Technician	310 / 154	2 : 1	22 days
Nursing Assistant	342 / 133	3 : 1	23 days
Customer Service Representative	250 / 130	2 : 1	30 days
Production Worker	245 / 119	2 : 1	24 days
Nursing Manager / Supervisor	224 / 118	2 : 1	18 days
Caregiver / Personal Care Aide	255 / 113	2 : 1	29 days
Security Officer	211 / 110	2 : 1	22 days
Janitor / Cleaner	248 / 104	2 : 1	25 days
Automotive Service Technician / Mechanic	152 / 99	2 : 1	33 days
Cashier	203 / 96	2 : 1	31 days
Nurse Practitioner	182 / 95	2 : 1	22 days
Diesel Mechanic	288 / 88	3 : 1	23 days
Medical Assistant	171 / 86	2 : 1	30 days
Operations Manager / Supervisor	181 / 85	2 : 1	24 days

Packager	153 / 83	2 : 1		21 days
Office / Administrative Assistant	137 / 83	2 : 1		18 days
Manufacturing Machine Operator	220 / 82	3 : 1		16 days
Warehouse / Distribution Supervisor	167 / 81	2 : 1		22 days
Merchandiser	121 / 81	1 : 1		18 days
Restaurant / Food Service Manager	272 / 80	3 : 1		22 days
Radiologic Technician / Technologist	216 / 79	3 : 1		22 days
Quality Inspector / Technician	158 / 73	2 : 1		24 days
Mechanical Engineer	154 / 65	2 : 1		14 days
Mental Health / Psychiatric Technician	155 / 65	2 : 1		33 days
Order Processor / Order Entry Clerk	110 / 64	2 : 1		20 days
Storage / Distribution Manager	101 / 61	2 : 1		24 days
Pharmacy Technician	235 / 59	4 : 1		23 days
Restaurant / Food Service Supervisor	166 / 57	3 : 1		26 days
Production Supervisor	150 / 57	3 : 1		30 days
Healthcare Administrator	100 / 53	2 : 1		18 days
Stocking Clerk	98 / 53	2 : 1		25 days
Barber / Hair Stylist / Cosmetologist	130 / 52	3 : 1		28 days
Home Health Aide	83 / 51	2 : 1		23 days
Inventory / Supply Specialist	104 / 49	2 : 1		13 days
Electrical Engineer	163 / 46	4 : 1		36 days
Personal Banker / Banking Sales Staff	112 / 46	2 : 1		35 days
Maintenance / Service Supervisor	78 / 45	2 : 1		32 days
Fast Food / Counter Worker	124 / 44	3 : 1		19 days
Ultrasound Technologist / Sonographer	156 / 43	4 : 1		24 days

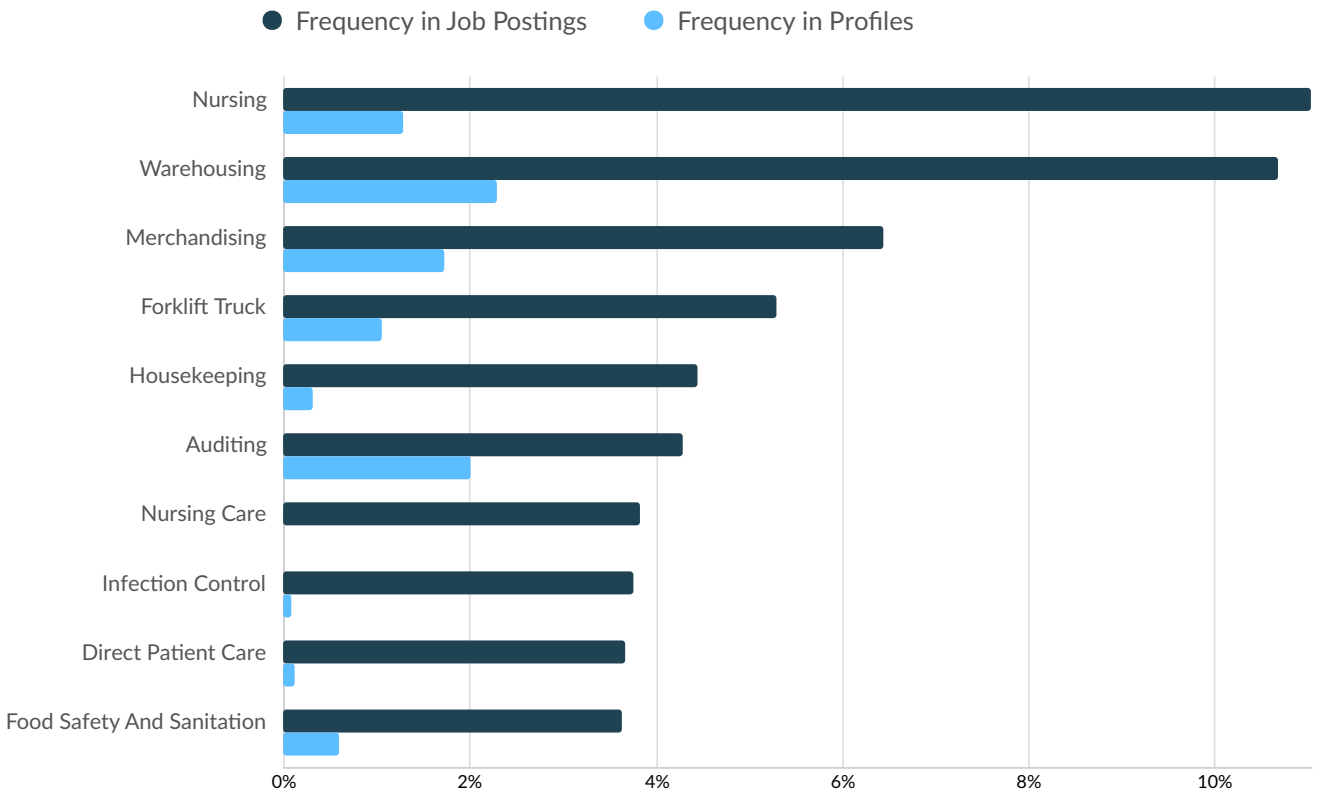
Top Posted Job Titles

	Total/Unique (Dec 2023 - Dec 2024)	Posting Intensity	Median Posting Duration
Travel Registered Nurses	684 / 119	6 : 1	21 days
Forklift Operators	253 / 91	3 : 1	31 days
Registered Nurses	297 / 88	3 : 1	20 days
Licensed Practical Nurses	246 / 82	3 : 1	24 days
CDL-A Truck Drivers	200 / 78	3 : 1	22 days
Warehouse Associates	159 / 66	2 : 1	17 days
Medical Surgical Travel Registered Nurses	317 / 65	5 : 1	25 days
Maintenance Technicians	134 / 60	2 : 1	18 days
Physical Therapists	127 / 59	2 : 1	22 days
Travel Physical Therapists	124 / 57	2 : 1	20 days

Top Industries

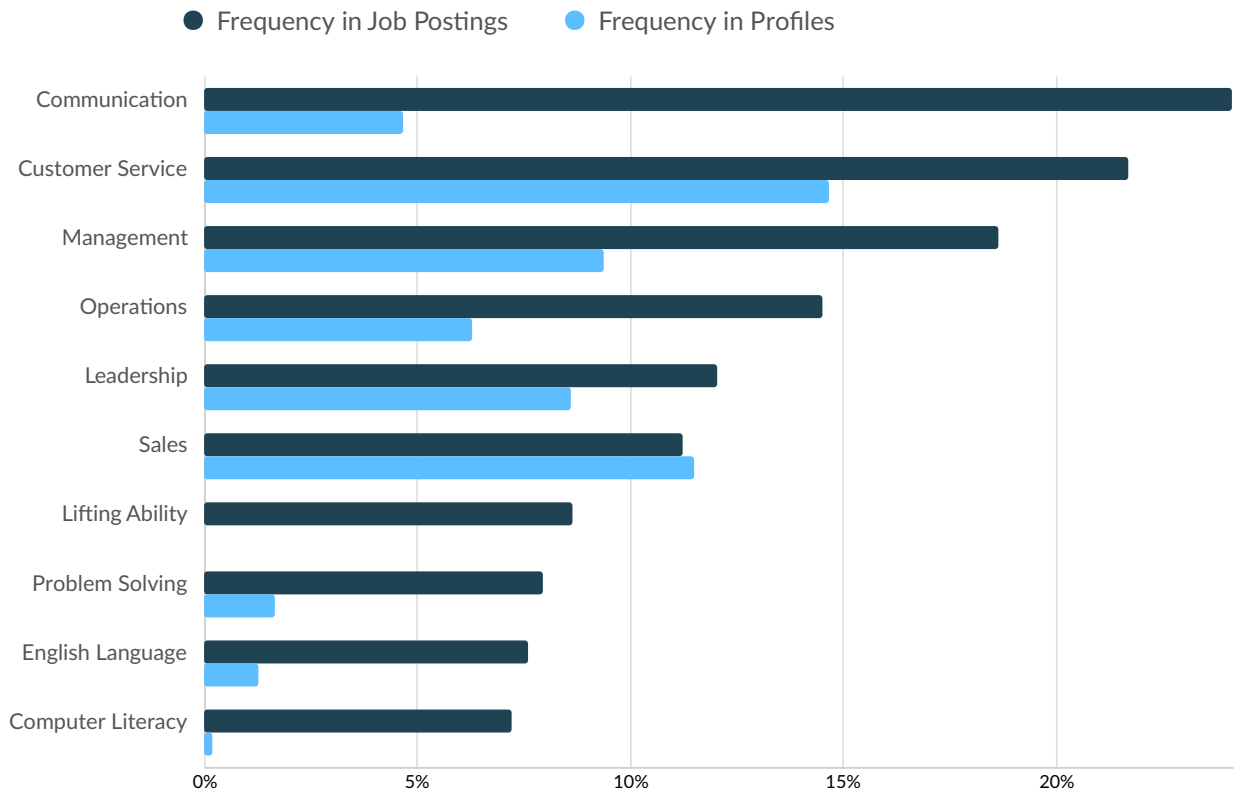
	Total/Unique (Dec 2023 - Dec 2024)	Posting Intensity	Median Posting Duration
Employment Placement Agencies	3,446 / 1,018	3 : 1	22 days
Offices of Physicians (except Mental Health Specialists)	1,590 / 732	2 : 1	25 days
Temporary Help Services	1,731 / 476	4 : 1	24 days
All Other Miscellaneous Food Manufacturing	583 / 302	2 : 1	25 days
Home Health Care Services	591 / 274	2 : 1	24 days
General Medical and Surgical Hospitals	378 / 258	1 : 1	17 days
Administration of Public Health Programs	410 / 228	2 : 1	24 days
Administration of Veterans' Affairs	392 / 211	2 : 1	14 days
General Freight Trucking, Long-Distance, Truckload	433 / 155	3 : 1	25 days

Top Specialized Skills



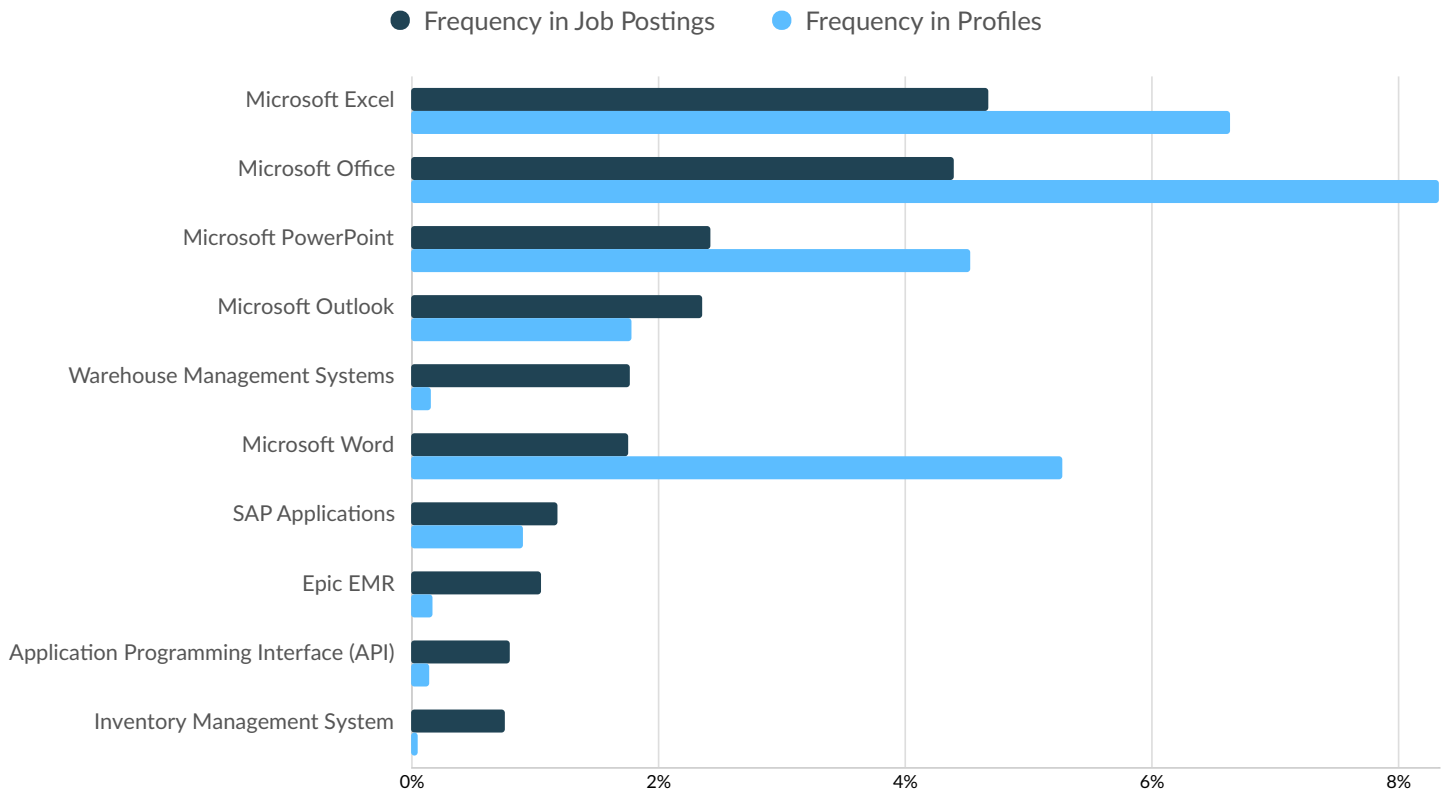
	Postings	% of Total Postings	Profiles	% of Total Profiles	Projected Skill Growth	Skill Growth Relative to Market
Nursing	1,167	11%	334	1%	+20.1%	Rapidly Growing
Warehousing	1,130	11%	596	2%	+13.0%	Growing
Merchandising	682	6%	447	2%	+15.0%	Growing
Forklift Truck	560	5%	276	1%	+5.5%	Stable
Housekeeping	471	4%	81	0%	+13.3%	Growing
Auditing	454	4%	523	2%	+21.8%	Rapidly Growing
Nursing Care	405	4%	0	0%	+19.1%	Growing
Infection Control	397	4%	22	0%	+17.1%	Growing
Direct Patient Care	388	4%	32	0%	+16.6%	Growing
Food Safety And Sanitation	384	4%	155	1%	+11.7%	Growing

Top Common Skills



	Postings	% of Total Postings	Profiles	% of Total Profiles	Projected Skill Growth	Skill Growth Relative to Market
Communication	2,554	24%	1,211	5%	+3.6%	Lagging
Customer Service	2,295	22%	3,805	15%	+5.2%	Stable
Management	1,972	19%	2,432	9%	+5.3%	Stable
Operations	1,536	15%	1,631	6%	+8.1%	Stable
Leadership	1,276	12%	2,231	9%	+8.5%	Stable
Sales	1,190	11%	2,986	12%	+7.8%	Stable
Lifting Ability	915	9%	3	0%	+10.6%	Growing
Problem Solving	842	8%	434	2%	+11.3%	Growing
English Language	807	8%	331	1%	+15.3%	Growing
Computer Literacy	765	7%	51	0%	+3.2%	Lagging

Top Software Skills



	Postings	% of Total Postings	Profiles	% of Total Profiles	Projected Skill Growth	Skill Growth Relative to Market
Microsoft Excel	495	5%	1,721	7%	+17.7%	Growing
Microsoft Office	465	4%	2,161	8%	+18.5%	Growing
Microsoft PowerPoint	257	2%	1,175	5%	+26.1%	Rapidly Growing
Microsoft Outlook	250	2%	465	2%	+25.0%	Rapidly Growing
Warehouse Management Systems	188	2%	42	0%	+10.7%	Growing
Microsoft Word	186	2%	1,368	5%	+7.2%	Stable
SAP Applications	126	1%	234	1%	+21.6%	Rapidly Growing
Epic EMR	112	1%	46	0%	+16.4%	Growing
Application Programming Interface (API)	85	1%	37	0%	+9.5%	Growing
Inventory Management System	80	1%	13	0%	+12.0%	Growing

Top Qualifications

	Postings with Qualification
Registered Nurse (RN)	1,494
Valid Driver's License	1,138
Basic Life Support (BLS) Certification	857
Licensed Practical Nurse (LPN)	371
Advanced Cardiovascular Life Support (ACLS) Certification	317
Cardiopulmonary Resuscitation (CPR) Certification	282
Certified Nursing Assistant (CNA)	197
Commercial Driver's License (CDL)	180
Board Certified/Board Eligible	156
CDL Class A License	155

Appendix A

Top Posting Sources

Website	Postings on Website (Dec 2023 - Dec 2024)
dejobs.org	1,420
newenglandrecruiter.com	1,003
indeed.com	570
portlandmerecruiter.com	534
myworkdayjobs.com	479
pa.gov	393
joinwellspan.org	382
careerjet.com	326
jobserve.com	310
careerarc.com	295
adp.com	293
simplyhired.com	291
craigslist.org	241
hendersonvillerecruiter.com	228
decaturalrecruiter.com	213
huntsvillerecruiter.com	195
retirementjobs.com	186
fashionjobs.com	175
governmentjobs.com	161
disabledperson.com	159
philadelphiarecruiter.com	154
latpro.com	153
usajobs.gov	153
themuse.com	146
icims.com	143

Appendix B

Sample Postings

Production Supervisor *** Poultry Industry

Link to Live Job Posting: www.simplyhired.com

Location: Fredericksburg, PA

O*NET: 51-3023.00

Company: Empire Workforce Solutions

Job Title: Poultry Nutritionists

Production Supervisor •Poultry Industry Empire Workforce Solutions Fredericksburg, PA 17026 JOB

DESCRIPTION

Production Supervisor •Poultry Industry 1st and 2nd

Shift Available Pay:

\$55,000-\$60,000

DOE Location:

Fredericksburg, PA 17026 •

DIRECT HIRE POSITION

•Basic Purpose Responsible for all activities involved in the assigned department which may include Tray Pack, Debone, Processing, Whole Bird Packaging, evisceration, and others. This includes ensuring a safe, well-organized, efficient operation with minimum downtime; strictly adhering to company standards and procedures and customer specifications and quality standards; complying with the department HACCP Plan and providing for HACCP recordkeeping; and assigning, training, and monitoring staff in accordance with company policies and government regulations. Essential Duties and Responsibilities Coordinate line work to meet production orders in conjunction with team members to: A) Maintain quality standards of products. B) Maintain department performance within standards for efficient utilization of human resources and materials. C) Maintain and report production-related information regarding yields, efficiencies, and labor utilization to the Tray Pack Manager. D) Seek new opportunities for continuous improvement in materials and processes, including lean manufacturing and TQM. Ensure that all production processes and products adhere to GMP standards and customer specifications and follow the company's HACCP Plan. Ensure equipment and work areas are appropriately maintained and operating continuously and efficiently by maintenance staff and outside vendors, in consultation with the Maintenance Manager and Plant Manager. Establish and maintain appropriate working relationships with other management personnel and USDA representatives. Keep abreast of current poultry processing technologies and systems. Ensure compliance with USDA, OSHA, EEO, and other appropriate government regulations. Perform other related responsibilities, as needed, to support client/company's Chicken Corporation's business objectives. Supervisory Responsibilities Mentor and motivate 25 - 50 team members, providing training and development to optimize their performance and personal growth. Communicate performance standards to team members, recognizing and rewarding individual and team accomplishments and counseling performance problems. Communicate standards and ensure compliance with company standards and procedures, quality standards, GMP's, and HAACP procedures. Train and enforce safety regulations and practices. Manage staffing, line coverage, and attendance. Facilitate team meetings, including team member training. Ensure appropriate documentation is completed and maintained. Skills/Knowledge/Abilities Associate degree in Poultry Science, Animal Science, Agriculture, Engineering, or related field, or equivalent in experience. 2 years proven supervisory experience, preferably in poultry production or concentration in business classes for degree can be substituted. Ability and flexibility to work changing shifts as production needs dictate. Ability to organize, plan, and complete work in a timely fashion. Willingness and ability to learn and perform all the jobs in the department. Demonstrated positive attitude and uncompromising regard for quality.

Strong interpersonal skills:

ability to communicate and work effectively with a variety of people. Ability to recognize and respond to changes appropriately. Ability to motivate others to work towards an environment of continuous improvement. Demonstrated ability to work well with and guide other people effectively and to positively influence the attitude and performance of others. Strong reading, math, writing, and analytical skills. Basic proficiency in Microsoft Word and Excel, and outlook.

Job Type:

Full-time Pay:

\$55,000.00 - \$60,000.00 per year

Schedule:

10 hour shift 8 hour shift Day shift Evening shift Monday to Friday Morning shift Overtime Weekends as needed Application Question(s): Is Fredericksburg, PA commutable for you?

Experience:

Production Supervisor:

4 years (Preferred) Supervisor in

Poultry Industry:

4 years (Preferred) Quality standards, GMP's, HAACP procedures: 4 years (Preferred)

Work Location:

In person

Division General Managers – Caliber Collision in Lebanon, PA (Dec 2024 - Active)

Collision General Manager

Link to Live Job Posting: calibercollision.wd1.myworkdayjobs.com

Location: Lebanon, PA

O*NET: 11-1021.00

Company: Caliber Collision

Job Title: Division General Managers

Collision General ManagerlocationsLebanon, PAtime typeFull timeposted onPosted Yesterdayjob requisition id

R0194300

Service CenterLebanon PAJOB SUMMARYCaliber Collision has an immediate job opening for a Collision General Manager to perform all-purpose duties, which may include, but is not limited to the overall operation of their center, including risk management, teammate development, client metrics, production, and administration. This individual will also recruit, recognize, and retain talented teammates, monitor current financial performance metrics, and review previous month's financial metrics to identify opportunities and trends. Collision General Managers will be required to ensure our center teammates are repairing vehicles thoroughly, safely, and profitably in a manner consistent with Caliber's Standard Operating Procedures (SOP), insurance partners and industry guidelines/standards.

BENEFITS OF JOINING CALIBER

Benefits from day one When you join Caliber, you'll become immediately eligible for medical, dental and visionIndustry Comparable Pay

- Paid weeklyPaid Vacation & Holidays
- Begin accruing day 1Career growth opportunities
- We promote from within!Paid Skilled Trainings and Certifications
- I-CAR and ASEREQUIREMENTS3+ years of Collision Management ExperienceMust have a valid driver's license and be eligible for coverage under our company insurance policy

ABILITIES/SKILLS/KNOWLEDGE

Advanced understanding of Collision EstimataticsMust have prior experience with CCC1Advance understanding and knowledge of the repair process/proceduresBe able to understand instructions

- written and verbalCan prioritize competing tasks and adapt easily to a fast-paced environmentAbility to provide personable, friendly customer service to internal and external customersAbility to do consistent physical activity
- reach below and above shoulder level, kneeling, bending, and squatting, and lifting objects over 50 lbs.

Caliber has grown beyond 1700 centers nationwide and features a full range of automotive services, including Caliber Collision, one of the nation's largest auto collision repair provider across 41 states; Caliber Auto Glass for glass repair and replacement, Protech Automotive Services for mobile diagnostic scanning and calibration, powered by hands-on experts and Caliber Fleet Services for all services, which includes collision repair and full-service auto care

- offering you a holistic solution to fleet care.

With the Purpose of Restoring the Rhythm of Your Life®, Caliber's more than 30,000 teammates are committed to getting customers back on the road safely – and back to the rhythm of their lives – every day.By joining Caliber, you can help us Restore the Rhythm of our Customers Lives. We see the potential in every member of our team and look for every opportunity to advance their careers. We believe in consistent career training on leadership skills and new technologies to make sure every teammate has an opportunity to achieve their career goals.

Operations Managers – CEVA Logistics in Jonestown, PA (Dec 2024 - Active)

Operations Manager - 2nd Shift

Link to Live Job Posting: disabilities.dejobs.org

Location: Jonestown, PA

O*NET: 11-1021.00

Company: CEVA Logistics

Job Title: Operations Managers

CEVA Logistics Operations Manager

- 2nd Shift in Jonestown, Pennsylvania Reference #: 547572OPERATIONS MANAGER2nd Shift Mon
- Sat 5pm
- 1am

YOUR ROLE

Summary:

Accountable for leading, directing and managing inbound and/or outbound site operations to ensure consistent high level service quality and customer satisfaction, profitable, cost efficient operations, and compliance with company policies and procedures, ISO standards and Sarbanes Oxley requirements, and other regulatory guidelines. Models and acts in accordance with our guiding principles and core values.

WHAT ARE YOU GOING TO DO?

Typical Responsibilities:

Lead, direct and manage inbound and/or outbound site operations to ensure that the operations staff executes service agreements at, or above the customer's standards. Maximize profitability through superior customer service, effective and prompt communications and follow-up on all pending matters with the customer. Plan and monitor daily staffing schedules, and adjust accordingly to ensure adequate staffing levels that support operational demands and business objectives. Manage revenue and expenses to budget constraints. Ensure directives, rules and procedures are communicated to all operations' staff. Ensure safety methods, practices and programs are implemented and maintained. Ensure that freight is being moved in a safe and timely manner utilizing appropriate equipment and tools. Maintain a clean, professional and safe working environment by inspecting and scheduling maintenance, and ensuring that all office and warehouse equipment is properly accounted for and in safe working condition. Utilize superior communications skills to motivate staff and develop effective working relationships with peers, executives and clients. Manage and oversee administrative functions to ensure all paperwork is processed efficiently and in a timely manner and meets all compliance requirements. Train and certify new employees on all performance standards. Personally coach, train and mentor direct reports and provide career development opportunities through training and quality management activities. Conduct annual performance reviews for all staff within department and address all employee performance problems promptly and directly in accordance with CEVA personnel policies and procedures. Keep abreast of emerging technology changes and innovations through formal or informal study, reading business and professional publications, networking and participation in professional organizations.

WHAT ARE WE LOOKING FOR?

Requirements:

Ability to read, analyze, and interpret general business periodicals, professional journals, technical procedures, or governmental regulations. Ability to write reports, business correspondence, and procedure manuals. Capable of communicating and interacting effectively with multi-functional and diverse backgrounds and ability to effectively present information and respond to questions from management, employees and

customers.PC Literate. Intermediate proficiency in Microsoft Office, internet, web-based and job specific software applications.Demonstrated experience in managing the financial aspects of the department (purchasing, budget preparation and review, financial reporting and monitoring expenses.)Demonstrated leadership skills in influencing departments and implementing and managing change.Demonstrated ability to plan, organize and manage multiple projects and set priorities.Demonstrated understanding of project management methodologies and management of multiple projects.Change management principles and application, problem analysis and definition, risk alternative evaluation and problem resolution methods required. Collaborative decision-making skills.Ability to identify and understand issues, problems and opportunities; comparing data from different sources to draw conclusions. Ability to explore alternatives and positions to reach outcomes that gain support and acceptance from all stakeholders.Ability to maintain stable performance under pressure or pposition; handling stress in a manner acceptable to others and the organization.Uses appropriate methods and flexible interpersonal style to help build cohesive team to facilitate the completion of team goals. Skilled in delegation of authority to effectively meet organizational and strategic goalsLeads by example, putting customers first. Develops and sustains positive business relationships.Must be able to read, write, and communicate fluently in English.

Minimum:

High School Diploma or GED.Minimum five years related operational leadership experience.Minimumthree years supervisory or managerial experience.In depth knowledge of all products, services and operations.Valid state issued Driver's License.Forklift Driver Certification.Other professional certifications may be required.

Preferred:

Bachelor's Degree in Transportation, Logistics, Supply Chain Management preferred or an equivalent combination of education and work experience.Three years of industry experience.

Travel:

Travel is required at least 10% of the time and is approximately 100% within the

U.S. WHAT DO WE HAVE TO OFFER?

With a genuine culture of recognition, we want our employees to grow, develop and be part of our journey. We offer a benefits package with a focus on your wellbeing. This includes competitive Paid Time Off, 401(k), health insurance and an employee benefits platform that offers discounts on gym memberships and a diverse range of retail, travel, car and hospitality brands, including important offerings like pet insurance. We are a team in every sense, and we support each other and work collaboratively to achieve our goals together. It is our goal that you will be compensated for your hard work and commitment, so if you'd like to work for one of the top Logistics providers in the world then let's work together to help you find your new role.

ABOUT TOMORROW

We value your professional and personal growth. That's why we share plenty of career opportunities for you to thrive within CEVA. This role can be the first step on your career path with us. You can stay in the same job family, find a new family to grow in (how about sales or supply chain?) or find your own path. Join CEVA for a challenging and rewarding career.#

LI-KS1 CEVA

operates in a multicultural, global environment and is a richly diverse organization operating seamlessly as one company. We aim to attract, motivate and retain the best people in our industry, whatever their background. We share the same passion to deliver world-class solutions to our customers. We have the best supply chain professionals in the industry and develop this talent in an inspiring work environment.

Please note:

Legitimate CEVA Logistics recruitment processes include communication with candidates through recognized professional networks, such as LinkedIn or via an official company email address: firstname.lastname@cevalogistics.com. We recommend that you do not respond to

unsolicited business propositions and/or offers from people with whom you are unfamiliar. Information provided is true and accurate.

False statements or information will result in the application voided. Outstanding benefits for employee and family including multiple health plans(company contribution to health savings account), prescription, dental and vision coverage.Company paid life insurance, accident insurance, short

- and long-term disability coverage and employee assistance plan.Voluntary benefits including additional life insurance, AD&D coverage, buy-up short
- and long-term disa

<h2>Supply Technician</h2>	
Link to Live Job Posting: www.usajobs.gov	
Location: Lebanon, PA	O*NET: 43-5071.00
Company: United States Department of Veterans Affairs	Job Title: Supply Technicians
<p>Supply Technician Department of Veterans Affairs Veterans Health Administration Summary This position serves as Supply Technician (Medical) for the Medical Supply Distribution (MSD) areas of Logistics Service within the VA Health Care System. As a Supply Technician, you will provide wards, clinics, operating rooms, secondary storage locations, and other hospital facilities with supplies and material including, but not limited to, sterile and non-sterile medical supplies, instrument sets and equipment. Overview Accepting applications Open & closing des 12/31/2024 to 01/10/2025 Salary \$41,148</p> <ul style="list-style-type: none"> • \$53,488 per year Pay scale & grade GS 5 Locion 1 vacancy in the following locion: Lebanon, PA 1 vacancy Remote job No Telework eligible No Travel Required 25% or less • You may be expected to travel for this position. <p>Relocion expenses reimbursed No Appointment type Permanent Work schedule Full-time Service Competitive Promotion potential None Job family (Series) Supervisory stus No Security clearance Drug test No Position sensitivity and risk Trust determination process Financial disclosure Bargaining unit stus Announcement number</p> <p>CBSZ-12651240-25-DH</p> <p>Control number 826251800 This job is open to Federal employees</p> <ul style="list-style-type: none"> • Competitive service Current or former competitive service federal employees. Federal employees • Excepted service Current excepted service federal employees. <p>Internal to an agency Current federal employees of this agency. Career transition (CTAP, ICTAP, RPL) Federal employees who meet the definition of a "surplus" or "displaced" employee. Veterans Individuals with disabilities Military spouses Special authorities Individuals eligible under a special authority not listed above, but defined in the federal hiring regulions. Peace Corps & AmeriCorps Vista Family of overseas employees Family members of a federal employee or uniformed service member who is or was, working overseas. Land and base management Certain current or former term or temporary federal employees of a land or base management agency. Clarificion from the agency</p> <p>Stus:</p> <p>Applicions accepted from all eligible current and former competitive service Federal employees, Federal employees eligible under current VA-OPM Interchange Agreements who have least 1 year of continuous service; Current, permanent Veterans Canteen Service employees, provided 90 days have passed since their last appointment; eligible Veterans, special hiring authorities. Videos Duties Duties include, but may not be limited to the following: Pulls stock inventory and material for delivery; replenishes stock inventory; interacts with clinical and administrative customers and maintains records on stock levels; Communicates to the Lead or Supervisor any concerns related to supplies, equipment and procedures. Provides information to customers regarding medical supplies; Monitors expiration dates, rotates stock to limit outdates and removes items from use as required by outdates; Monitors and controls critical supplies; Performs daily inventory using bar coding equipment on a predetermined schedule that will allow for timely replenishment; Resolves differences between records and physical count of stock; Distributes items according to established or ad hoc requirements in computerized inventory management systems; Delivers supplies in a timely manner and ensures supplies and material delivered are in sterile and operational condition; Completes specialty cart preparation; Cleans assigned secondary areas in accordance with aseptic principles; and Receives supplies and material into the medical center's checkout area.</p> <p>Work Schedule:</p>	

Full-Time, Monday

- Friday, 7:00am
- 3:30pm

Telework:

Not Available Virtual:

This is not a virtual position Position Description/PD#: Supply Technician/ PD99834

S Relocation/Recruitment Incentives:

Not Authorized Financial Disclosure Report:

Not required Requirements Conditions of Employment You must be a U.S. Citizen to apply for this job Selective Service Registration is required for males born after 12/31/1959 You may be required to serve a probationary period Subject to background/security investigation Selected applicants required to complete an online onboarding process Participation in the seasonal influenza vaccination program is a requirement for all Department of Veterans Affairs Health Care Personnel (HCP) Participation in the Coronavirus Disease 2019 (COVID-19) vaccination program is a requirement for all Veterans Health Administration Health Care Personnel (HCP)

- See "Additional Information" below for details.

Qualifications To qualify for this position, applicants must meet all requirements by the closing date of this announcement, 01/10/2025.

Advancement to positions up to GS-5. Candidates may be advanced without time restriction to positions up to GS-5 if the position to be filled is no more than two grades above the lowest grade the employee held within the preceding 52 weeks under his or her last non temporary competitive appointment. You may qualify based on your experience and/or education as described below: You may qualify based on your experience and/or education as described below:

Specialized Experience:

You must have one (1) full year of specialized experience equivalent to the GS-4 level in the Federal service that equipped you with the particular knowledge, skills, and abilities to perform successfully the duties of the position, and that is typically in or related to the work of this Supply Technician position. Specialized experience includes but not limited to: providing equipment and material to clinical and/or administrative areas; scanning, bar-coding, receiving, storing, and distributing equipment and related material; pulling stock, replenishing stock and maintaining records on stock levels; monitoring expiration dates; cleaning assigned areas in accordance with regulations and policy; utilizing an automated system to maintain equipment records; and answering customer questions regarding non-expandable equipment and material.

OR, Education:

Applicants may substitute education for the required experience. To qualify based on education for this grade level you must have successfully completed 4 years of education above high school in any field for which high school graduation or the equivalent is the normal prerequisite. This education must have been obtained in an accredited business, secretarial or technical school, junior college, college or university.

OR, Combination:

Applicants may also combine education and experience to qualify this level. You must have a combination of specialized experience and education beyond high school education as described above that demonstrates the ability to perform the duties of this position. You read on the following Competencies for this position: Attention to Detail Customer Service (Clerical/Technical) Reasoning Technical Competence Technology Application Experience refers to paid and unpaid experience, including volunteer work done through National Service programs (e.g., Peace Corps, AmeriCorps) and other organizations (e.g., professional; philanthropic; religious; spiritual; community; student; social). Volunteer work helps build critical competencies, knowledge, and skills and can provide valuable training and experience that translates directly to paid employment. You will receive credit for all qualifying experience, including volunteer experience.

Note :

A full year of work is considered to be 35-40 hours of work per week. Part-time experience credited on the basis of time actually spent in appropriate activities. Applicants wishing to receive credit for such experience must indicate clearly the nature of their duties and responsibilities in each position and the number of hours a week spent in such employment.

Physical Requirements:

Requires standing and walking during the entire workday, and frequent reaching, bending and lifting of supply packages (occasionally weighing as much as 50 pounds). Work requires pushing loaded carts of medical supplies (weighing in excess of 100+ pounds). With proper assistance, moves heavier items weighing over 40 pounds. This level of physical demands occurs, for example, when employees are regularly assigned to activities such as tracing misplaced items or conducting physical inventories in warehouses, and other storage areas, or when they are regularly involved in stocking and retrieving items from shelves and cabinets. For more information on these qualification standards, please see the United States Office of Personnel Management's website. Education A transcript must be submitted with your application if you are basing all or part of your qualifications on education.

Note:

Only education or degrees recognized by the U.S. Department of Education from accredited colleges, universities, schools, or institutions may be used to qualify for Federal employment. You can verify your education here: . If you are using foreign education to meet qualification requirements, you must send a Certificate of Foreign Equivalency with your transcript in order to receive credit for that education. For further information, see . Additional information

Special Employment Consideration:

VA encourages persons with disabilities to apply, including those eligible for hiring under 5 CFR 213.3102(u), Schedule A, Appointment of persons with disabilities [i.e., intellectual disabilities, severe physical disabilities, or psychiatric disabilities], and/or Disabled veterans with a compensable service-connected disability of 30% or more. Contact the Agency Contact for information on how to apply under this appointment authority via the Selective Placement Coordinator. The Interagency Career Transition Assistance Plan (ICTAP) and Career Transition Assistance Plan (CTAP) provide eligible displaced Federal/VA competitive service employees with selection priority over other candidates for competitive service vacancies. To be qualified you must submit appropriate documentation (a copy of the agency notice, your most recent performance rating, and your most recent SF-50 noting current position, grade level, and duty location) and be found well-qualified for this vacancy. To be well-qualified : applicants must possess experience that exceeds the minimum qualifications of the position including all selective factors, and who are proficient in most of the required competencies of the job. Information about ICTAP and CTAP eligibility is on OPM's Career Transition Resources website. This job opportunity announcement may be used to fill additional vacancies. Pursuant to VHA Directive 1193.01, VHA health care personnel (HCP) are required to be against

COVID-19

subject to such accommodations as required by law (i.e., medical, religious or pregnancy). VHA HCPs do not include remote workers who only infrequently enter VHA locations. If selected, you are required to be fully vaccinated against COVID-19 and submit documentation of proof of vaccination before your start date. The agency will provide additional information regarding what information or documentation needed and how you can request a legally required accommodation from this requirement using the reasonable accommodation process. If you are unable to apply online or need an alternate method to submit documents, please reach out to the Agency Contact listed in this Job Opportunity Announcement. Under the Fair Chance to Compete Act, the Department of Veterans Affairs prohibits requesting an applicant's criminal history prior to accepting a tentative job offer. For more information about the Act and the complaint process, see . Benefits A career with the U.S. government provides employees with a comprehensive benefits package. As a federal employee, you and your family will have access to a range of benefits that are designed to make your federal career very rewarding. Opens in a new window . Eligibility for benefits depends on the type of position you hold and whether your position is full-time, part-time or intermittent. Contact the hiring agency for more information on the specific benefits offered. How You Will Be Evaluated You are evaluated for this job based on how well you meet the qualifications above.

IN DESCRIBING YOUR EXPERIENCE, PLEASE BE CLEAR AND SPECIFIC. WE WILL NOT MAKE ASSUMPTIONS REGARDING YOUR EXPERIENCE

REGARDING YOUR EXPERIENCE.

Narrative responses are not required this time. If you are referred for consideration, you may be asked to submit additional job related information, which may include, but not limited to; responses to the knowledge, skills and abilities; completion of a work sample, and/or contact for an interview. Your resume and/or supporting documentation verified. Please follow all instructions carefully. Errors or omissions may affect your rating or consideration for employment. The Department of Veterans Affairs performs pre-employment reference checks as an assessment method used in the hiring process to verify information provided by a candidate (e.g., on resume or during interview or hiring process); gain additional knowledge regarding a candidate's abilities; and assist a hiring manager with making a final selection for a position. For more information on the "Who may apply" eligibility requirements, please refer to the document.

Placement Policy:

The posting of this announcement does not obligate management to fill a vacancy or vacancies by promotion. The position may be filled by reassignment, change to lower grade, transfer, appointment, or reinstatement. Management may use any one or any combination of these methods to fill the position. It is the policy of the VA to not deny employment to those that have faced financial hardships or periods of unemployment.

Veterans and Transitioning Service Members :

Please visit the site for career-search tools for Veterans seeking employment VA, career development services for our existing Veterans, and coaching and reintegration support for military service members. Benefits A career with the U.S. government provides employees with a comprehensive benefits package. As a federal employee, you and your family will have access to a range of benefits that are designed to make your federal career very rewarding. Opens in a new window . Eligibility for benefits depends on the type of position you hold and whether your position is full-time, part-time or intermittent. Contact the hiring agency for more information on the specific benefits offered. Required Documents As a new or existing federal employee, you and your family may have access to a range of benefits. Your benefits depend on the type of position you have

- whether you're a permanent, part-time, temporary or an intermittent employee.

You may be eligible for the following benefits, however, check with your agency to make sure you're eligible under their policies. To apply for this position, you must provide a complete Application Package which includes: Resume The following documents are accepted, and may be required if applicable to your eligibility and/or qualifications for this position. Please use this checklist to make sure you have included other documents required for your application, such as a copy of your transcript (if using education to qualify), SF-50's (current/former Federal employees), documentation to support Veterans Preference claims, or

ICTAP/CTAP

documentation (for displaced Federal employees). You will not be contacted for additional information. DD-214/ Statement of Service Disability Letter (Schedule A) Disability Letter (VA) Proof of Marriage Status Resume Separation Notice (RIF) SF-15 SF-50/ Notification of Personnel Action Transcript SF-50, Notification of Personnel Action (if applicable for Time in Grade and/or Eligibility): Most recent SF-50 if you are a current (version Jan 2024 or later) or former Federal employee. An SF-50 showing your time-in-grade eligibility must be submitted with your application materials. If the most recent SF-50 has an effective date within the past year, it may not clearly demonstrate you possess one-year time-in-grade, as required by the announcement. In this instance, you must provide an additional SF-50 that clearly demonstrates one-year time-in-grade Award 50's do not provide sufficient information and will not be accepted for the purpose of verifying time-in-grade. Examples of appropriate SF-50's include: Within grade increases the highest grade held; or Promotions with an effective date more than one year old; or SF-50's the highest grade held with an effective date more than one year old.

Veterans' Preference:

When applying for Federal Jobs, eligible Veterans should claim preference for 5pt (TP), 10pt (CP/CPS/XP), or for Sole Survivor Preference (SSP) in the questionnaire. You must provide a legible copy of your DD214(s) which shows dates and character of service (honorable, general, etc.). If you are currently serving on active duty and expect to be released or discharged within 120 days you must submit documentation related to your active duty service which reflects the dates of service, character of service (honorable, general, etc.), and dates of impending separation. Additionally, disabled veterans and others eligible for 10-point preference (such as widows or mothers of eligible Veterans) must also submit

an SF-15 "Application for 10 Point Veteran Preference" with required proof as stated on the form. Documentation is required to award preference: For more information on Veterans' Preference, please see Hire Vets

- Veterans
- Job Seekers
- Veterans' Preference.

If you are relying on your education to meet qualification requirements: Education must be accredited by an accrediting institution recognized by the U.S. Department of Education in order for it to be credited towards qualifications. Therefore, provide only the transcript and/or degrees from . Failure to provide all of the required information as stated in this vacancy announcement may result in an ineligible rating or may affect the overall rating. How to Apply All applicants are encouraged to apply online. To apply for this position, you must complete the questionnaire and submit the documentation specified in the Required Documents section below. The complete application package must be submitted by 11:59 PM (ET) on 01/10/2025 to receive consideration. To preview the questionnaire click . To begin, click Apply Online to create a

USA JOBS

account or log in to your existing account. Follow the prompts to select your

USA JOBS

resume and/or other supporting documents and complete the occupational questionnaire. Click Submit My Answers to submit your application package.

NOTE:

It is your responsibility to ensure your responses and appropriate documentation is submitted prior to the closing date. To verify your application is complete, log into your

USA JOBS

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USA JOBS

account and click Update Application in the vacancy announcement. You must re-select your resume and/or other documents from your

USA JOBS

account or your application incomplete. Agency contact information Dana Hunte Phone Address Lebanon VA Medical Center 1700 South Lincoln Avenue Lebanon, PA 17042 US Next steps Once your online application is submitted you will receive a confirmation notification by email. After we receive application packages (including all required documents) and the vacancy announcement closes, we will review applications to ensure qualification and eligibility requirements are met. After the review is complete, a referral certificate(s) is issued and applicants notified of their status by email. Referred applicants notified as such and may be contacted directly by the hiring office for an interview. All referred applicants receive a final notification once a selection decision has been made. You may check the status of your application any time by logging into your USA Jobs account and clicking on Applications. Information regarding your application status can be found in the .

NOTE:

Participation in the seasonal influenza program is a condition of employment and a requirement for all Department of Veterans Affairs Health Care Personnel (HCP). It is a requirement that all HCP to receive annual seasonal influenza vaccination or obtain an exemption for medical or religious reasons. Wearing a face mask is required when an exemption to the influenza vaccination has been granted. HCP in violation of this directive may face disciplinary action up to and including removal from federal service. HCP are individuals who, during the influenza season, work in VHA locations or who come into contact with VA patients or other HCP as part of their duties. VHA locations include, but are not limited to,

VA hospitals and associated clinics, community living centers (CLCs), community-based outpatient clinics (CBOCs), domiciliary units, Vet centers and VA-leased medical facilities. HCP include all VA licensed and unlicensed, clinical and administrative, remote and onsite, paid and without compensation, full

- and part-time employees, intermittent employees, fee basis employees, VA contractors, researchers, volunteers and health professions trainees (HPTs) who are expected to perform any or all of their work these facilities.

HPTs may be paid or unpaid and include residents, interns, fellows and students. HCP also includes VHA personnel providing home-based care to Veterans and drivers and other personnel whose duties put them in contact with patients outside VA medical facilities. Fair and Transparent The Federal hiring process is set up to be fair and transparent. Please read the following guidance. Required Documents To apply for this position, you must provide a complete Application Package which includes: Resume The following documents are accepted, and may be required if applicable to your eligibility and/or qualifications for this position. Please use this checklist to make sure you have included other documents required for your application, such as a copy of your transcript (if using education to qualify), SF-50's (current/former Federal employees), documentation to support Veterans Preference claims, or

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account or your application incomplete. Agency contact information Dana Hunter Phone Address Lebanon VA Medical Center 1700 South Lincoln Avenue Lebanon, PA 17042 US Next steps Once your online application is submitted you will receive a confirmation notification by email. After we receive application packages (including all required documents) and the vacancy announcement closes, we will review applications to ensure qualification and eligibility requirements are met. After the review is complete, a referral certificate(s) is issued and applicants notified of their status by email. Referred applicants notified as such and may be contacted directly by the hiring office for an interview. All referred applicants receive a final notification once a selection decision has been made. You may check the status of your application any time by logging into your USA Jobs account and clicking on Applications. Information regarding your application status can be found in the .

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- and part-time employees, intermittent employees, fee basis employees, VA contractors, researchers, volunteers and health professions trainees (HPTs) who are expected to perform any or all of their work these facilities.

HPTs may be paid or unpaid and include residents, interns, fellows and students. HCP also includes VHA personnel providing home-based care to Veterans and drivers and other personnel whose duties put them in contact with patients outside VA medical facilities. Fair & Transparent The Federal hiring process is set up to be fair and transparent. Please read the following guidance. Overview Accepting applications Open & closing dates 12/31/2024 to 01/10/2025 Salary \$41,148

- \$53,488 per year Pay scale & grade GS 5 Location 1 vacancy in the following location: Lebanon, PA 1 vacancy Remote job No Telework eligible No Travel Required 25% or less
- You may be expected to travel for this position.

Relocation expenses reimbursed No Appointment type Permanent Work schedule Full-time Service Competitive Promotion potential None Job family (Series) Supervisory status No Security clearance Drug test No Position sensitivity and risk Trust determination process Financial disclosure Bargaining unit status Announcement number

CBSZ-12651240-25-DH

Contact number 800-251-0000

Business Development Managers – Schott in Lebanon, PA (Dec 2024 - Active)

Business Development Manager- Glass Syringe

Link to Live Job Posting: dejobs.org

Location: Lebanon, PA

O*NET: 11-2022.00

Company: Schott

Job Title: Business Development Managers

Reference #: 82892-en_USA
About us
Your Contribution
Develop and document in-depth market information regarding the North America (N/A) prefilled glass syringe segment; understand and analyze customer information, market conditions and competitors
Drive growth of the N/A prefilled glass syringe segment through new and existing customers, obtain the required information on projects and develop action plans to support from early phase clinical developments through commercial supply
Interface with customers to understand their needs for primary packaging material, identify and attract new business opportunities by promoting the technical specifications and features of the SCHOTT Pharma pre-fillable product portfolio
Stay current on all product aspects; remain knowledgeable on glass and polymer containers and requirements; serve as the subject matter expert of pre-fillable syringes
Cultivate business relationships with the internal Sales team, Product Management and R D; provide training, technical support and product consulting where applicable
Support the preparation of sales budget; provide long-term prognosis on project basis
Attend trade shows and fairs to enhance business relationships and Company branding exposure
Maintain and foster understanding of existing and new market segments and applications
Report project progress monthly to management
Your Profile
BS or Master's Degree in Bioscience, Chemistry, Physics, Engineering, Business, or other related field
At least (5) years of experience in business development (technical or Sales related) within a business to business environment for an international organization
Project management experience
Ability to work in a matrix structured organization
Thorough knowledge of MS Office
Strong ability to multi-task and detail oriented
Strong analytical thinking skills
Team players and results driven
Ability to read, write and speak English
Ability to travel >50%
Self-motivated
Your Benefits
Excellent healthcare benefits including medical, dental and vision
Short and long term disability
Tuition reimbursement
Pet insurance
Paid time off
Other supplemental benefits available upon election
Please feel free to contact us
You can expect interesting tasks and challenging projects, as well as motivated and friendly teams in fields that influence our future.
Do you want to be successful with us? Then, please send us your application!
SCHOTT Pharma USA, Inc. is an Equal Opportunity Employer / Affirmative Action (M/F/Vet/Disability)
Your Profile
BS or Master's Degree in Bioscience, Chemistry, Physics, Engineering, Business, or other related field
At least (5) years of experience in business development (technical or Sales related) within a business to business environment for an international organization
Project management experience
Ability to work in a matrix structured organization
Thorough knowledge of MS Office
Strong ability to multi-task and detail oriented
Strong analytical thinking skills
Team players and results driven
Ability to read, write and speak English
Ability to travel >50%
Self-motivated
Your Contribution
Develop and document in-depth market information regarding the North America (N/A) prefilled glass syringe segment; understand and analyze customer information, market conditions and competitors
Drive growth of the N/A prefilled glass syringe segment through new and existing customers, obtain the required information on projects and develop action plans to support from early phase clinical developments through commercial supply
Interface with customers to understand their needs for primary packaging material, identify and attract new business opportunities by promoting the technical specifications and features of the SCHOTT Pharma pre-fillable product portfolio
Stay current on all product aspects; remain knowledgeable on glass and polymer containers and requirements; serve as the subject matter expert of re-fillable syringes
Cultivate business relationships with the internal Sales team, Product Management and R D; provide training, technical support and product consulting where applicable
Support the preparation of sales budget; provide long-term prognosis on project basis
Attend trade shows and fairs to enhance business relationships and Company branding exposure
Maintain and foster understanding of existing and new market segments and applications
Report project progress monthly to management
SCHOTT North America, Inc. is an Equal Opportunity/Affirmative Action Employer. Applicants considered without any regard to race, color, creed, religion, age, national origin, ancestry, ethnicity, gender, gender identity, gender expression, sexual orientation, marital status, veteran status, disability, genetic information, citizenship status or membership in any other group protected by federal, state or local law. Any form of unlawful harassment is prohibited.

Appendix C - Data Sources and Calculations

Lightcast Job Postings

Job postings are collected from various sources and processed/enriched to provide information such as standardized company name, occupation, skills, and geography.