

UNITED STATES DISTRICT COURT
SOUTHERN DISTRICT OF FLORIDA

FEDERAL TRADE COMMISSION,

Plaintiff,

v.

SIMPLE HEALTH PLANS LLC, et al.,

Defendants.

Case No.: 18-cv-62593-DPG

**DEFENDANT STEVEN DORFMAN'S RENEWED
MOTION TO EXTEND MONTHLY ALLOWANCE**

Defendant, Steven Dorfman (“**Dorfman**”), through undersigned counsel, files this renewed motion to extend his monthly allowance and states:

On October 31, 2018, the Court, upon the FTC’s request, entered the *Ex Parte Temporary Restraining Order with Asset Freeze, Appointment of a Temporary Receiver, and Other Equitable Relief* (the “**Asset Freeze Order**”) [DE 15]. Among other things, the Asset Freeze Order enjoined Dorfman from accessing or using *any* of his personal funds wherever held. *Id.*, § III.

On December 3, 2018, Dorfman filed a motion to modify the Asset Freeze Order to pay his reasonable living expenses, which he did not otherwise have alternative resources to pay for [DE 41]. The FTC opposed Mr. Dorfman’s request for an allowance for living expenses [DE 44]. However, following a hearing on the motion [DE 45], the Court entered an order granting Dorfman’s request (the “**Modified Asset Freeze Order**”) [DE 51].

The Modified Asset Freeze Order authorized Dorfman to access \$5,000 per month for living expenses (the “**Allowance**”) from his frozen personal assets. *Id.*, ¶ 3.

On June 21, 2019, the Court entered an Order extending Dorfman’s entitlement to the monthly Allowance through the month of October 2019. [D.E. 170].

On October 2, 2019, Dorfman filed a motion seeking to extend his Allowance due to his unchanged financial situation since he initially requested the Allowance and his need for the Allowance to pay for his basic living expenses. [DE 219]. The FTC and Receiver both opposed that request. [DE 220 and 221]. In large part, those oppositions were based on the misrepresentations that Dorfman had failed to provide the FTC and Receiver with requisite financial information and work with the FTC and Receiver to repatriate foreign assets that Dorfman allegedly had an interest in. *Id.* In reply, Dorfman highlighted that, contrary to the FTC's representations to the Court, he had in fact provided all requested financial information to the FTC and Receiver and that he had taken all reasonable steps, and was open to suggestions for additional steps, to repatriate the *de minimis* foreign assets. [DE 223]. Among other things, Dorfman sent letters, drafted by the Receiver and his counsel, to the foreign financial institutions asking that they transfer the funds to the Receiver's account, provided the FTC and Receiver with all online credentials Dorfman possessed for those accounts so that they may attempt to transfer the funds, and even offered to travel abroad with counsel to the financial institutions in order to attempt to facilitate the repatriation of those assets. *Id.*

On October 30, 2019, the Court held a hearing on and denied Dorfman's motion seeking to extend his Allowance. [DE 224 and 228]. Despite recognizing Dorfman's need for the Allowance, the Court premised its denial on Dorfman's failure to satisfactorily show that he made a sufficient effort to obtain gainful employment. The Court, however, invited Dorfman to renew his request if his future efforts to obtain employment failed.

Since then, Dorfman has made a substantial effort to obtain gainful employment. To that end, Dorfman submitted applications for a range of positions at: McDonalds, Walgreens, Xerox, Sunpro Solar, Luxottica, CrowdStrike, Lincoln Financial, Reynolds & Reynolds, Boolchand,

Logisticare, Flagship Management, G4S Security, Cogent Communications, Florida Business Consulting, Jomara Seafood, CenturyLink, Jackson Health System, A copy of Dorfman's job applications is attached as composite **Exhibit "A."** Despite these efforts Dorfman has not received any job offers, let alone a single interview.

Dorfman's inability to obtain employment should not surprise anyone as the preliminary injunction and asset freeze make it very challenging for Dorfman to engage in any financial transactions. And in a circular fashion, the FTC, which previously represented to the Court that it would work hard to ameliorate any of these banking issues by facilitating the opening of an account for Dorfman now represents to Dorfman, contrary to its previous representation to the Court, that it will not provide that assistance until *after* Dorfman obtains employment.

Perhaps most damning to Dorfman's ability to ever obtain employment during the pendency of this proceeding is that any potential employer that conducts an internet search or background check will find hundreds of articles, blog posts, and message boards that parrot the FTC's allegations that Dorfman is a fraudster. Needless to say, any reasonable person can see why this scarlet letter effectively dooms Dorfman's ability to be considered for employment.

The Receiver has advised that the *receivership estate contains over \$17 million* and, upon information and belief, continues to grow at a rate of tens or hundreds of thousands of dollars per month due to residual commission payments. On the other hand, Dorfman's financial situation has not changed and he needs the Allowance to cover his *basic* living expenses, including: food, housing, clothing, and transportation.

When the undersigned made a good faith effort to obtain the FTC's consent to the requested relief, the FTC predictably objected, as it has proven is its practice relating to every reasonable

request,¹ based on its dispelled allegation that Dorfman has failed to work with the Receiver to repatriate the foreign assets and that Dorfman should rely on third parties' largesse to fund his basic living expenses. Tellingly, this was the first time the FTC had even raised this bogus allegation since lodging it against Dorfman three months ago. The undersigned reiterated that Dorfman stands ready to work with the FTC and Receiver in any reasonable way to repatriate those funds

WHEREFORE, Defendant, Steven Dorfman, respectfully requests an Order of the Court, substantially in the form annexed hereto, extending his monthly Allowance of \$5,000 *nunc pro tunc* to November 18, 2019, the date he began applying for employment, and for all further relief that the Court deems just and proper.

Local Rule 7.1(a)(3) Certificate

The undersigned certifies that he conferred with the FTC in a good faith effort to resolve the issues raised herein. The FTC indicated that it opposes the requested relief.

Dated: January 10, 2020

DLA Piper LLP (US)

/s/ Elan A. Gershoni

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Counsel for Defendant

Steven Dorfman

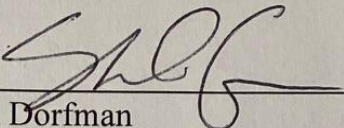
¹ See, e.g., Dorfman's: (i) motion to extend deadlines in scheduling order due to third parties' failure to timely produce discovery [DE 258] and (ii) motion for brief extension of deadline to respond to amended complaint (a) to accommodate the undersigned's paternity leave and (b) so that Dorfman's response deadline matched that of the newly-added defendant.

Facsimile: 305.675.7885

Counsel for Defendant
Steven Dorfman

Declaration

I declare under penalty of perjury under the laws of the United States of America that the foregoing is true and correct. Executed on January 10, 2020



Steven Dorfman

CERTIFICATE OF SERVICE

The undersigned certifies that he filed this pleading through the court's electronic filing system and that all parties requesting electronic notice of pleadings have been served with the pleading.

/s/ Elan A. Gershoni
Elan A. Gershoni

EXHIBIT A

Apply History

Job Title/Company

Enterprise Field Sales Manager (<https://job-openings.monster.com/enterprise-field-sales-manager-miami-fl-us-xerox/6c95e9ff-fccd-470b-a894-59a4ace3abc0>)

Xerox - MIAMI

Applied: 11/18/2019

Territory Sales Manager (<https://job-openings.monster.com/territory-sales-manager-miami-fl-us-sunpro-solar-dba/a90bc490-47f5-4cf0-b767-cf563270dadb>)

Sunpro Solar, DBA - Miami 33023

Applied: 11/18/2019

Sunglass Hut - Sales Manager (Miami, FL, US, 33156) (<https://job-openings.monster.com/sunglass-hut-sales-manager-miami-fl-us-33156-miami-fl-us-luxottica-group/5c0e6360-3dcb-4972-bc41-04f7f2a23ee6>)

Luxottica Group - Miami 33156

Applied: 11/18/2019

Regional Sales Manager, South Florida (<https://job-openings.monster.com/regional-sales-manager-south-florida-miami-fl-us-crowdstrike/c1a24089-c83b-4310-b04d-52f056396e2a>)

CrowdStrike - Miami

Applied: 11/18/2019

AVP, Group Benefits Broker Relationship Manager (<https://job-openings.monster.com/avp-group-benefits-broker-relationship-manager-miami-fl-us-lincoln-financial-group/8343c0e5-2ad7-4a42-ac6f-1757896c877a>)

Lincoln Financial Group - Miami 33222

Applied: 11/18/2019

Automotive Sales Manager - F&I Manager - Internet Sales Manager
(http://jobview.monster.com/GetJob.aspx?JobID=213529257&re=ah_jtc)

The Reynolds and Reynolds Company - Dayton, OH 45430 - 17 days left

Applied: 11/18/2019

Sales Supervisor (http://jobview.monster.com/GetJob.aspx?JobID=213198497&re=ah_jtc)

The Boolchand Group - Miami, FL - 5 days left

Applied: 11/18/2019

You have applied for **14** jobs in the last 18 months.

Job Title/Company

Contact Center Supervisor (<https://job-openings.monster.com/contact-center-supervisor-miami-fl-us-logisticare/a12d8643-5808-416c-b1d1-efe6cc700cba>)

LogistiCare - Miami 33014

Applied: 11/18/2019

Account Manager - Cruise Ship (http://jobview.monster.com/GetJob.aspx?JobID=208389500&re=ah_jtc)

Flagship Management - Miami, FL - 9 days left

Applied: 11/18/2019

Business Development Manager (http://jobview.monster.com/GetJob.aspx?JobID=213321307&re=ah_jtc)

G4S Secure Solutions (USA) - Miami, FL 33161

Applied: 11/18/2019

Partner Channel Manager - Miami (http://jobview.monster.com/GetJob.aspx?JobID=213558121&re=ah_jtc)

Cogent Communications - Miami, FL 33125 - 18 days left

Applied: 11/18/2019

SALES (http://jobview.monster.com/GetJob.aspx?JobID=209885081&re=ah_jtc)

Florida Business Consulting - Miami, FL - 30 days left

Applied: 11/18/2019

Seafood Sales Representative (http://jobview.monster.com/GetJob.aspx?JobID=207898540&re=ah_jtc)

Jomara Seafood, Inc. - Hialeah, FL 33010 - 15 days left

Applied: 11/18/2019

ACCOUNT MANAGER SENIOR (<https://job-openings.monster.com/account-manager-senior-miami-fl-us-centurylink/8bc0fe83-3064-42d7-96fe-26063e40b7a8>)

CenturyLink - MIAMI 33126

Applied: 11/18/2019

You have applied for 14 jobs in the last 18 months.



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Enterprise Field Sales Manager at Xerox MIAMI, FL

About the Job

Description

Purpose:

- The Enterprise Field Manager is responsible for the development of the top strategic accounts to its full potential in the assigned territory.
- Ensures the implementation of the RAD (Retain, Acquire, Develop) methodology across the assigned territory and defines with the XDG partner the specific strategy per account.
- Measured responsibilities include the office value, office solutions and high end A4 products revenue and unit targets for the assigned territory.

Scope:

- The role holder supports and coordinates with the XDG partners to ensure a strategy per strategic account is created and targets and goals are set per account.
- Supports the XDG partner to follow up on the execution of the strategy per account.
- Responsible for ensuring the Office Value, Office Solutions and High End A4 plan is achieved by developing the appropriate strategies and plans

Main Responsibilities:

- Validate the key strategic accounts in the assigned territory and agrees with the partner the accounts to develop during the year
- Lead the segmentation of the strategic accounts based on the RAD methodology (Retain, Acquire, Develop) and agrees with the partner the status of each account based on potential revenue and share of wallet
- Define specific strategies and goals per account and supports the partner in the execution of such strategies in the field
- Set revenue targets and expectations per account
- Follow up on execution and results of each account through an implementation of a management process with the partner. Establish regular partner/field visits as needed
- Actively supports the sales cycle of the strategic accounts and make the appropriate adjustments to maximize the potential of each account
- Achieve plan with a balanced business performance through the office value, office solutions and high end A4. Ensures an accurate outlook process at all times and shortfalls to plan identified and remedial actions if needed

- Manage and follow up on the big deal pipeline with the partner and takes appropriate actions to ensure the big deals are properly managed to be closed
- Work closely with Marketing to develop demand generation activities and programs to ensure plan is achieved for office value and office solutions in the assigned territory
- Contributes to the effective launch of new products, services and solutions by providing industry specific expertise or market knowledge as appropriate
- Drive operational excellence through constant process innovation and solid management process
- Monitor and analyze competitive activities within the assigned territory including price, positioning, promotion and new products
- Support in country events related to strategic accounts and office value and office solutions related events

Learn more at www.xerox.com and explore our commitment to diversity and inclusion!

Related jobs

[Outside Sales Executive - Miami, FL](#)
[Territory Sales Manager](#)
[SALES MANAGER](#)
[Business Development Manager](#)
[Regional Catering Sales Manager](#)
[Regional Sales Manager, South Florida](#)

Job summary

Location
MIAMI, FL

Posted
+30 Days ago

Reference code
19003378

Territory Sales Manager at Sunpro Solar, DBA Miami, FL 33023

About the Job

The future is today, and we want you to be part of it!

This is an exciting time for the solar industry as we make a difference, one roof at time, and change the lives of our customers and the environments in which we live. We are a customer-focused company that has succeeded because of the strong reputation, values, and industry leadership we have encompassed in the Gulf Coast Region.

If you like to move fast, and have strong outside sales team management experience, join us in the solar industry.

Primary Responsibilities

The Territory Sales Manager will work with the National Sales Director to formally manage, train, and motivate reps in the Destin region. This is not an individual contributor role disguised as a manager role.

- Management, development and training of residential sales department.
- Support difficult-to-close deals with reps.
- Manage continual improvement of sales force including training and sales motivation.
- Training and effective utilization of company-provided resources...and teach the team how to use and love these resources!
- Ensure all contracting, reporting and documentation requirements are met.

- Insure effective performance management of residential sales department, develop and implement detailed action plans with the team.
- Review sales results daily and manage performance through coaching and application of basic sales management principles.
- Demonstrate a commitment to continuous improvement through sharing of best practices across the residential sales department

Requirements

Although we'd love somebody with solar industry experience, construction, building, consumer products, or other direct outside sales management experience would be considered.

- 3-5+ years of experience in managing a **STELLAR** outside sales team
- Proven sales success, ideally in a residential setting, but not required.
- Demonstrated **elegance in interactions** with customers, staff, and colleagues
- Superior verbal, written communication skills and presentation skills
- **Social media** presence
- Proficient in Microsoft Office and Salesforce.com
- Probably a "**little more detail oriented**" than a lot of sales people!
- A strong passion/desire to hit goals – you're probably very competitive!
- Ability to cope with difficult customer situations.
- Excellent listening skills and the ability to ask probing questions, to understand concerns, and to overcome objections.
- **Highly motivated self-starter** who doesn't need heavy management.
- Strong customer-centric focus and overall **sense of humor**.

What's in it for You?

We're growing very quickly and need people excited about growing skills. So, if you're ready to push your comfort level, learn something new every day, and be part of the Green Revolution, come join the fun. We do offer the following:

- Comprehensive health benefits plan
- 401K Plan with company match
- Opportunities for self-development and career progression
- Flexibility
- The opportunity to jump on a very fast-moving train with a clean slate
- We're going to set you up, technically, of course.

Founded in 2008, Sunpro Solar is one of the leading providers of rooftop solar for the Gulf Coast and Southeast regions. Sunpro Solar designs, installs, and maintains the solar panels on residential and commercial properties. Sunpro Solar has a proven history and reputation for providing quality service and was ranked #11 for 2018 Solar Power World's Magazine Top Solar Rooftop Contractors nationwide as well as no. 209 on Inc. 5000 fastest growing companies in the U.S.

Sunpro is a drug free work environment. Only candidates able to pass a drug test and a background check providing no evidence of felony or misdemeanor convictions or pending charges will be eligible for hire.

Sunpro is an equal opportunity employer.

Related jobs

[Territory Sales Manager](#)
[Regional Catering Sales Manager](#)
[Regional Sales Manager](#)
[Regional Sales Manager, South Florida](#)
[Regional Sales Manager Commercial](#)
[Territory Sales Manager](#)

Job summary

Location

Miami, FL 33023

Posted

+30 Days ago

Reference code

74f51e72-d2bf-b97e-e76e-22a69bb88b8f

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Sunglass Hut - Sales Manager (Miami, FL, US, 33156) at
Luxottica Group
Miami, FL 33156

About the Job

Requisition ID: 125956

Store #: 004101 Sunglass Hut

Position: Full-Time

Sunglass Hut is a global leader in the sale of premium sunglasses with over 2000 retail stores across North America. We offer competitive benefits, valuable training, and unlimited growth opportunities.

As part of an eyewear industry leader, Luxottica, Sunglass Hut has an energetic, fashion-forward culture and diverse career paths for all types of talented and driven people.

At Sunglass Hut, our mission is to be the premier shopping and inspiration destination for the top brands, latest trends and exclusive styles of high quality fashion and performance sunglasses.

Native Americans receive preference in accordance with Tribal law.

GENERAL FUNCTION

The Sales Manager is a core member of the leadership team that drives Sunglass Hut's success. The Sales Manager works in partnership with the Store/Center Manager to oversee all the daily functions of the store, including selling, coaching, merchandising, talent acquisition and retail excellence.

MAJOR DUTIES AND RESPONSIBILITIES

- Utilizes The Sunglass Hut Experience tools to consistently deliver sales plan and company objectives.
- Flawlessly executes the store/center strategic plan to drive business.
- Leverages reporting tools to consistently drive sales by identifying wins and opportunities to achieve both personal and store goals.
- Partners with the Store/Center Manager to continually coach and inspire the team to enhance store performance.
- People work for people – uses this philosophy to grow careers, encourage teamwork and retain talent through a development-focused environment.
- Provides ongoing coaching for all Associates to support their growth and development.
- Creates an inspirational and motivating work environment that reflects the integrity of the brand.
- Seeks out opportunities for self-development as defined in an individual development plan.
- Creates an EMOTIONAL CONNECTION within the store/center team that translates into sales and ensures every Associate consistently delivers The Sunglass Hut Experience.
- Spends a majority of the time on the sales floor.
- Continually coaches and develops the team to ensure consistent and impeccable execution of The Sunglass Hut Experience.
- Develops customer relationships through interaction and feedback.
- Acts as an ambassador for the Sunglass Hut brand.
- Builds the Sunglass Hut brand by consistently executing the brand standards.
- Adept at knowing the product and stays current on new merchandise and fashion trends.
- Motivates, coaches and inspires the team and ensures they are the best possible brand ambassadors.
- Ensures impeccable execution of operational policies and procedures and maintains brand standards.
- Continually coaches and develops the team to ensure retail excellence.
- Communicates information regarding promotions, contests and incentives to the team.

BASIC QUALIFICATIONS

- High school diploma or equivalent
- Demonstrates expertise in every aspect of store operations
- Detail-oriented
- Uses critical thinking to deliver absolute execution of the operational components of the store

PREFERRED QUALIFICATIONS

- Customer service and/or retail experience
- Previous leadership experience of 2+ years

Upon request and consistent with applicable laws, Luxottica will provide reasonable accommodations to individuals with disabilities who need assistance in the application and hiring process. To request a reasonable accommodation, please call the Luxottica Ethics Compliance Hotline at 1-888-887-3348 or e-mail HRCompliance@luxotticaretail.com (be sure to provide your name and contact information for either option so that we may follow up in a timely manner).

We are an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, gender, national origin, social origin, social condition, being perceived as a victim of domestic violence, sexual aggression or stalking, religion, age, disability, sexual orientation, gender identity or expression, citizenship, ancestry, veteran or military status, marital status, pregnancy (including unlawful discrimination on the basis of a legally protected pregnancy or maternity leave), genetic information or any other characteristics protected by law. Native Americans receive preference in accordance with Tribal Law.

Related jobs

[Territory Sales Manager](#)

[Sales Manager](#)

[SALES MANAGER](#)

[Residential Sales Manager](#)

[Sales Supervisor](#)

[Partner Channel Manager - Miami](#)

Job summary

Location

Miami, FL 33156

Posted

+30 Days ago

Reference code

561803401

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Regional Sales Manager, South Florida at CrowdStrike Miami, FL

About the Job

About CrowdStrike

At CrowdStrike we're on a mission - to stop breaches. Our groundbreaking technology, services delivery, and intelligence gathering together with our innovations in machine learning and behavioral-based detection, allow our customers to not only defend themselves, but do so in a future-proof manner. We've earned numerous honors and top rankings for our technology, organization and people – clearly confirming our industry leadership and our special culture driving it. We also offer flexible work arrangements to help our people manage their personal and professional lives in a way that works for them. So if you're ready to work on unrivaled technology where your desire to be part of a collaborative team is met with a laser-focused mission to stop breaches and protect people globally, let's talk.

About the Role

CrowdStrike is looking for highly motivated, self-driven, and experienced Enterprise sales executive dedicated to making a difference in global security by protecting organizations against the most advanced attackers in the world.

As the Regional Sales Manager, you be managing 30 to 40 Enterprise accounts and will take CrowdStrike's product capabilities and value to potential clients, match our strengths to clients' needs, and help our partners and clients defeat the adversary. The successful candidate has executive level contacts and is flexible and adaptable to rapidly changing situations. You must be extremely results driven, customer focused, technologically savvy, and innovative at building internal relationships and external partnerships to attack the market with passion!

Essential Functions:

- Identify, develop and execute account strategy to close new business opportunities and expanding revenue with customers across the assigned region; independently and cooperatively.
- Scope, negotiate and bring to closure agreements to exceed booking and revenue quota targets.
- Target and gain access to decision makers in key prospect accounts in the assigned territory.
- Establish access and maintain existing relationships with key decision makers (typically at the CIO and CSO level) in industry, partners, and enterprise customers to drive all pertinent issues related to sales strategy and goal attainment.

- Collaborate with operative peers across functions (including the Field Sales, Channel, Marketing, Sales Operations, System Engineering, Services, Customer Support, and Product Development) to create visibility with target accounts and drive engagement of target prospects at both the individual contributor and executive level.
- Work cooperatively with partners to leverage their established account presence and relationships.
- Capture, maintain, and disseminate accurate and relevant prospect information using Salesforce.com

Job Requirements

- Demonstrated experience with target account selling, solution selling, and/or consultative sales techniques.
- Strong problem solving skills, ability to analyze complex multivariate problems and use a systematic approach to gain swift resolution.
- Strong understanding of Cybersecurity, Cloud and SaaS technologies and competitive offerings in the marketplace.
- Significant and proven experience developing relationships with senior executives.
- An aptitude for understanding how technology products and solutions solve business problems.
- Ability to explain complicated concepts to a variety of audiences and skill levels.
- Outstanding presentation, written, verbal and closing skills.
- Strong time management, organizational and decision-making skills.
- Self-motivated ability to work independently and as part of a team.
- Strong communication (written and verbal) and presentation skills, both internally and externally.
- Ability to work remotely and able and willing to travel on short notice, up to 50% of the time.
- Possess the drive to succeed and to participate in the growth of an exciting, fast-paced company.

Education and Experience

- 10+ years of solution selling experience with significant experience selling software security and/or infrastructure security products to corporate enterprises.
- A Bachelor's (BA/BS) or Master's Degree; or equivalent combination of education and experience is required.

Benefits of Working at CrowdStrike:

- Market leader in compensation and equity awards
- Competitive vacation policy
- Comprehensive health benefits + 401k plan
- Paid paternity and maternity leave, including adoption
- Flexible work environment
- Wellness programs
- Stocked fridges, coffee, soda, and lots of treats

We are committed to building an inclusive culture of belonging that not only embraces the diversity of our people but also reflects the diversity of the communities in which we work and the customers we serve. We know that the happiest and highest performing teams include people with diverse perspectives and ways of solving problems so we strive to attract and retain talent from all backgrounds and create workplaces where everyone feels empowered to bring their full, authentic selves to work.

CrowdStrike is an Equal Opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex including sexual orientation and gender identity, national origin, disability, protected veteran status, or any other characteristic protected by applicable federal, state, or local law.

#LI-CL1

Related jobs

[Territory Sales Manager](#)
[Regional Catering Sales Manager](#)
[Regional Sales Manager](#)
[Regional Sales Manager Commercial](#)
[Territory Sales Manager](#)
[Territory Sales Manager](#)

Job summary

Location

Miami, FL

Posted

3 Days ago

Reference code

obDzbfwi

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AVP, Group Benefits Broker Relationship Manager at Lincoln Financial Group Miami, FL 33222

About the Job

Alternate Locations: Atlanta, GA (Georgia); Boston, MA (Massachusetts); Charlotte, NC (North Carolina); Dover, NH (New Hampshire); Irvine, CA (California); Kansas City, KS (Kansas); Los Angeles, CA (California); Miami, FL (Florida); Nashville, TN (Tennessee); Omaha, NE (Nebraska); Orlando, FL (Florida); Phoenix, AZ (Arizona); Plano, TX (Texas); Portland, ME (Maine); Portland, OR (Oregon); Radnor, PA (Pennsylvania); San Ramon, CA (California); Scottsdale, AZ (Arizona); Tampa, FL (Florida); Westlake Village, CA (California); White Plains, NY (New York); Work from Home

Relocation assistance is not available for this opportunity.

Requisition #59921

About the Company

Lincoln Financial Group, a Fortune 250 company with over 10,000 employees, provides advice and solutions that help empower Americans to take charge of their financial lives with confidence. Our core business areas Life Insurance, Annuities, Retirement Plan Services and Group Protection focus on supporting, preserving and enhancing over 17 million customers lifestyles and retirement outcomes.

Headquartered in Radnor, Pennsylvania, Lincoln Financial Group is the marketing name for Lincoln National Corporation (NYSE: LNC) and its affiliates. The company had \$238 billion in assets under management as of December 31, 2018.

Ranked one of the Best Large Employers in America by Forbes magazine, Lincoln Financial Group makes a serious investment in our employees futures through a broad range of wealth accumulation and protection plans, health and wellness programs, and career development resources designed to help each individual reach their personal and professional goals.

THE ROLE

As the AVP, Broker & Consultant Relationship Management you will provide leadership to strategically develop and manage relationships with key brokers & consultants. Serve as the primary point of contact at the executive level with these firms. Partner with internal resources to advise on design of complex strategic programs & initiatives that address brokers & consultants service needs. Provide functional expertise and effectively manage relationships

DUTIES AND RESPONSIBILITIES

- Provides leadership to identify, develop, and maintain effective, mutually beneficial relationships and alliances with key partners, brokers, and consultants.
- Develops and executes strategy with brokers/consultants to facilitate a continuous stream of opportunities aligned to business strategy.
- Advises senior/executive management and other internal stakeholders on relationship management strategies which optimize retention and satisfaction and achieve desired business results
- Shares broker/consultant perspectives, goals, and drivers with internal resources to develop, implement, and lead sales & marketing programs that drive account growth & persistency.
- Leads activities that drive achievement of mutually acceptable goals, growth targets, and go to market strategies.
- Translates complex questions & feedback from brokers/consultants to internal resources to facilitate development of solutions & tools to meet partner needs.
- Leads development and delivers presentations such as trainings and marketing/sales materials for broker/consultant events, forums, and continuing education seminars.
- Regularly provides functional expertise to brokers/consultants regarding key Lincoln Financial Group updates (e.g. financial results, key leadership changes, product development launches).
- Leads reporting & analyses to evaluate outcomes and effectiveness of relationship management activities.
- Maintains knowledge of Lincoln products and industry trends; represents Lincoln at conferences, sales & marketing tradeshows.
- Organizes and facilitates meetings with brokers/consultants; engages with appropriate internal resources to research questions and drive resolution of issues.
- Leads and provides expertise on complex analyses on market intelligence to identify industry trends to inform and shape new strategic initiatives.
- Directs/executes approved strategy decisions and contributes to strategy creation.
- Provides strategic direction to build and enhance the capability.
- Directs and enhances organizational initiatives by positively influencing and supporting change management and/or departmental/enterprise initiatives.
- Identifies and directs strategic process improvements that significantly improve quality across the team, department and/or business unit.
- Provides subject matter expertise to team members and applicable internal/external stakeholders on complex assignments/projects.
- Maintains knowledge on current and emerging developments / trends, assess the impact, and collaborates with senior management to incorporate new trends and developments in current and future strategies.

EDUCATION AND EXPERIENCE

- 4 Year/Bachelor's degree or 4 years equivalent work experience in lieu of Bachelor's (Minimum Required)
- 10+ years of partnership and/or relationship management experience in the insurance industry directly related to the specific responsibilities of this position (Required)

TRAVEL REQUIREMENTS

- Travel Type: National Domestic
- Travel Amount: 50%+

This position may be subject to Lincoln's Political Contribution Policy. An offer of employment may be contingent upon disclosing to Lincoln the details of certain political contributions. Lincoln may decline to extend an offer or terminate employment for this role if it determines political contributions made could have an adverse impact on Lincoln's current or future business interests, misrepresentations were made, or for failure to fully disclose applicable political contributions and/or fundraising activities.

Any unsolicited resumes/candidate profiles submitted through our web site or to personal e-mail accounts of employees of Lincoln Financial Group are considered property of Lincoln Financial Group and are not subject to payment of agency fees.

Lincoln Financial Group (LFG) is an Equal Opportunity employer and, as such, is committed in policy and practice to recruit, hire, compensate, train and promote, in all job classifications, without regard to race, color, religion, sex (including pregnancy), age, national origin, disability, sexual orientation, gender identity and expression, veterans status, or genetic information. Applicants are evaluated on the basis of job qualifications. If you are a person with a disability that impedes your ability to express your interest for a position through our online application process, or require TTY/TDD assistance, contact us by calling 260-455-2558.

#P5

Lincoln Financial Group ("LFG") is an Equal Opportunity employer and, as such, is committed in policy and practice to recruit, hire, compensate, train and promote, in all job classifications, without regard to race, color, religion, sex (including pregnancy), age, national origin, disability, sexual orientation, gender identity and expression, veterans status, or genetic information. Opportunities throughout LFG are available to employees and applicants and are evaluated on the basis of job qualifications. We have a drug free work environment and we perform pre-employment substance abuse testing.

Related jobs

ACCOUNT MANAGER SENIOR

National Account Manager

Account Manager (Sales)

Account Manager

Sales - Hospital Account Manager

Account Manager - Cruise Ship

Job summary

Location

Miami, FL 33222

Posted

14 Days ago

Reference code

2365_8b103556ffe88a3e77236e4bda1d0e90

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AVP, Group Benefits Broker Relationship Manager at Lincoln Financial Group Miami, FL 33222

About the Job

Alternate Locations: Atlanta, GA (Georgia); Boston, MA (Massachusetts); Charlotte, NC (North Carolina); Dover, NH (New Hampshire); Irvine, CA (California); Kansas City, KS (Kansas); Los Angeles, CA (California); Miami, FL (Florida); Nashville, TN (Tennessee); Omaha, NE (Nebraska); Orlando, FL (Florida); Phoenix, AZ (Arizona); Plano, TX (Texas); Portland, ME (Maine); Portland, OR (Oregon); Radnor, PA (Pennsylvania); San Ramon, CA (California); Scottsdale, AZ (Arizona); Tampa, FL (Florida); Westlake Village, CA (California); White Plains, NY (New York); Work from Home

Relocation assistance is not available for this opportunity.

Requisition #59921

About the Company

Lincoln Financial Group, a Fortune 250 company with over 10,000 employees, provides advice and solutions that help empower Americans to take charge of their financial lives with confidence. Our core business areas Life Insurance, Annuities, Retirement Plan Services and Group Protection focus on supporting, preserving and enhancing over 17 million customers lifestyles and retirement outcomes.

Headquartered in Radnor, Pennsylvania, Lincoln Financial Group is the marketing name for Lincoln National Corporation (NYSE: LNC) and its affiliates. The company had \$238 billion in assets under management as of December 31, 2018.

Ranked one of the Best Large Employers in America by Forbes magazine, Lincoln Financial Group makes a serious investment in our employees futures through a broad range of wealth accumulation and protection plans, health and wellness programs, and career development resources designed to help each individual reach their personal and professional goals.

THE ROLE

As the AVP, Broker & Consultant Relationship Management you will provide leadership to strategically develop and manage relationships with key brokers & consultants. Serve as the primary point of contact at the executive level with these firms. Partner with internal resources to advise on design of complex strategic programs & initiatives that address brokers & consultants service needs. Provide functional expertise and effectively manage relationships

AVP, Group Benefits Broker, Relationship Manager job at Lincoln Financial Group / Monster.com with brokers & consultants to support Lincoln's business goals and objectives, including sales growth and persistency.

DUTIES AND RESPONSIBILITIES

- Provides leadership to identify, develop, and maintain effective, mutually beneficial relationships and alliances with key partners, brokers, and consultants.
- Develops and executes strategy with brokers/consultants to facilitate a continuous stream of opportunities aligned to business strategy.
- Advises senior/executive management and other internal stakeholders on relationship management strategies which optimize retention and satisfaction and achieve desired business results
- Shares broker/consultant perspectives, goals, and drivers with internal resources to develop, implement, and lead sales & marketing programs that drive account growth & persistency.
- Leads activities that drive achievement of mutually acceptable goals, growth targets, and go to market strategies.
- Translates complex questions & feedback from brokers/consultants to internal resources to facilitate development of solutions & tools to meet partner needs.
- Leads development and delivers presentations such as trainings and marketing/sales materials for broker/consultant events, forums, and continuing education seminars.
- Regularly provides functional expertise to brokers/consultants regarding key Lincoln Financial Group updates (e.g. financial results, key leadership changes, product development launches).
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- Provides subject matter expertise to team members and applicable internal/external stakeholders on complex assignments/projects.
- Maintains knowledge on current and emerging developments / trends, assess the impact, and collaborates with senior management to incorporate new trends and developments in current and future strategies.

EDUCATION AND EXPERIENCE

- 4 Year/Bachelor's degree or 4 years equivalent work experience in lieu of Bachelor's (Minimum Required)
- 10+ years of partnership and/or relationship management experience in the insurance industry directly related to the specific responsibilities of this position (Required)

TRAVEL REQUIREMENTS

- Travel Type: National Domestic
- Travel Amount: 50%+

This position may be subject to Lincoln's Political Contribution Policy. An offer of employment may be contingent upon disclosing to Lincoln the details of certain political contributions. Lincoln may decline to extend an offer or terminate employment for this role if it determines political contributions made could have an adverse impact on Lincoln's current or future business interests, misrepresentations were made, or for failure to fully disclose applicable political contributions and or fundraising activities.

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Related jobs

ACCOUNT MANAGER SENIOR

National Account Manager

Account Manager (Sales)

Account Manager

Sales - Hospital Account Manager

Account Manager - Cruise Ship

Job summary

Location

Miami, FL 33222

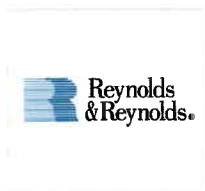
Posted

14 Days ago

Reference code

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Automotive Sales Manager - F&I Manager - Internet Sales Manager at Reynolds & Reynolds Dayton, OH 45430

About the Job

Reynolds and Reynolds is looking for experienced sales professionals to join our Business Development Center. Our superior software solutions, award-winning sales, service, and support have made us one of the most recognized and respected companies in the automotive industry over the last 150 years. As an Account Manager within our Business Development Center, you will be a Reynolds solutions expert that drives and achieves specific sales goals and market share growth for an assigned set of products. You will also partner with our field-based sales associates to maximize sales with our customers nationwide. If you are interested in a sales career with unlimited earning potential, apply today!

REQUIREMENTS:

- Bachelor's degree or equivalent
- 2 years related sales experience
- Proven account management success
- Excellent verbal and written communication skills
- Ability to present virtually in a Skype/WebEx/Television type format is preferred
- Auto industry experience preferred, but not required
- Periodic travel may be required

TRAINING:

Training consists of time with your mentor in the Business Development Center, online courses, and classroom instruction at Reynolds University. Topics covered will include training on sales techniques, negotiations, dealership operations, and in-depth product training. You will be given progress checkpoint tests throughout your training that will identify areas for improvement and to ensure you are on the right track.

BENEFITS:

We strive to offer an environment that provides our associates with the right balance between work and family. We offer a comprehensive benefits package including:

- Medical, dental, vision, and life insurance
- 401k with 100% matching up to 6% of compensation
- Referral bonuses with the opportunity to earn up to \$7,000 per hire

- Paid holidays, vacation and sick days
- Professional development and training through Reynolds University
- Free on-site fitness center with a cardio room, weight room, daily fitness classes, and locker facilities
- On-site medical clinic staffed by a Nurse Practitioner
- Company-sponsored events and sports leagues including: company picnic, softball, volleyball, bowling, euchre and more!
- On-site softball field, basketball court, and volleyball court
- Gourmet cafeteria, open for breakfast and lunch, that features a salad bar and a variety of made-to-order cuisine options
- Convenience store with a full-service Starbucks coffee bar, reading materials and an assortment of snacks
- On-site Credit Union and ATM
- Opportunities to participate in charitable endeavors, such as our annual Bike Build for local military families, participation in the Reynolds Associate Foundation, company sponsorship in local charity 5k Run/Walks, and other volunteer opportunities

Reynolds and Reynolds promotes a healthy lifestyle by providing a non-smoking environment.

Reynolds and Reynolds encourages applicants of all ages and experience to apply, as we do not discriminate on the basis of age.

Related jobs

[Sales Representative – Automotive Software Solutions](#)
[Automotive Sales Professional](#)
[Automotive Sales Manager - F&I Manager - Internet Sales Manager](#)
[Sales Representative – Automotive Software Solutions](#)
[Automotive Sales Manager](#)
[Highline Auto Sales](#)

Job summary

Location

Dayton, OH 45430

Job type

Full Time, Employee

Posted

13 Days ago

Industries

Retail; Automotive Sales and Repair Services; Other/Not Classified

About this company

Reynolds & Reynolds



View **14 reviews** on

Reynolds and Reynolds is an industry leader in developing software and business forms for the automotive industry. These products enable car dealerships to operate more efficiently and effectively in a competitive marketplace. Our people are the key to our ongoing success. We foster an environment that allows our associates to grow professionally through challenging work, developmental training classes and an emphasis on promotion from within. We strive for an ideal work setting by providing state-of-the-art facilities and amenities, such as on-site cafés and fitness centers, sports leagues, and participation in local charitable activities. To learn more about what it's like to work at Reynolds, please visit our blog at <http://life.reyrey.com!>

Beware

Flexible working hours and conditions

ooo

[View company profile](#)

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Sales Supervisor at The Boolchand Group Miami, FL

About the Job

Sales Supervisor

The Boolchand Group is currently seeking a **Sales Supervisor** to join our team in **Miami, FL**.

Who we are:

We are family business that began over 85 years ago. We pride ourselves on our close knit family feeling that extends to each employee. Our journey has been and will always be guided by one simple goal: Our customers happiness.

Visit us: www.boolchand.com

About the role:

The primary responsibility of our leadership team is to support the Store Manager in the execution of standards across talent, brand, operations, and the client experience. Leaders are expected to drive sales, credit, and metrics to ensure daily, monthly, and yearly targets are achieved to ensure maximum profitability.

What you'll do:

- Plan and prioritize daily responsibilities tasks and staffing according to traffic flow and planning tools
- Ensure all associates follow Pandora Selling Conversation and deliver elevated customer service
- Drive Sales and motivate staff through coaching in the moment and team selling
- Update results hours of all KPI's and communicate to team
- Lead the team and achieve daily goals while upholding standards of performance

Our ideal candidate:

Education and experience

- Minimum 2-year experience in a management role-must include leadership of other employees
- Experience with key performance indicators like UPT, ADS, AUR, and conversion
- Experience working with a CSL or MOD program requiring accountability for segments of the business
- Experience with coaching and accountability

Skills and abilities:

- Customer service minded
- Enthusiastic and high-energy
- Proficient in all Microsoft Office applications
- Experience selling jewelry or other luxury goods preferred
- Flexible availability including Holidays, nights, and weekends
- Excellent written and oral communication skills
- Experience with coaching and accountability
- **Bilingual English/Spanish is requirement**
- Business and results oriented

What we offer:

- Health insurance option available after 90 days, PTO accrued bi-weekly, monthly and year end bonus based on performance, generous employee discount.

Visual Leader, Key Holder, Lead Merchandiser, Sales, Retail Sales, Assistant Manager, Bilingual

Related jobs

[Territory Sales Manager](#)

[Sales Manager](#)

[SALES MANAGER](#)

[Residential Sales Manager](#)

[Sales Supervisor](#)

[Partner Channel Manager - Miami](#)

Job summary

Location

Miami, FL

Job type

Full Time, Employee

Posted

11 Days ago



Contact Center Supervisor at LogistiCare Miami, FL 33014

About the Job

The Contact Center Supervisor is responsible for working with the leadership team to meet all performance metrics associated with operations. Responsible for providing: leadership, coaching, development and management of staff.

ESSENTIAL FUNCTIONS

- Executes on management routines and disciplines
- Leads and manages by observations and coaches in the moment
- Conducts and documents coaching, annual reviews, live service observations and 1:1's
- Performance manage: Attendance, Schedule Adherence, Developmental Plan, Performance Plan, etc.
- Prepare and facilitate team meetings/training
- Answers employee questions and takes escalated calls
- Recruits and obtains schedule movements (.e. extra hours, shift/break changes, PTO, extra hours, etc.)
- Assists with candidate screening, interviews, hiring and new employee onboarding
- Evaluates employee overall performance
- Recognizes employee achievements and champions LogistiCare core values
- Champions companywide initiatives (Supporting and embedding changes)
- Approves/authorizes payroll accurately and on schedule
- Identifies, collaborates and assists in developing process improvements
- Must be able to maintain confidentiality of information
- Live monitoring queues and skills while communicating needed changes to the National Command Center
- Other duties as assigned

POSITION QUALIFICATIONS

- Competency Statement(s)
- Analytical Skills - Ability to use thinking and reasoning to solve a problem
- Communication, Oral - Ability to communicate effectively with others using the spoken word

Communication, Written - Ability to communicate in writing clearly and concisely
Customer Oriented - Ability to take care of the customers' needs while following company procedures.
Decision Making - Ability to make critical decisions while following company procedures.
Interpersonal - Ability to get along well with a variety of personalities and individuals.
Management Skills - Ability to organize and direct oneself and effectively supervise others.
Leadership - Ability to influence others to perform their jobs effectively and to be responsible for making decisions
Problem Solving - Ability to find a solution for or to deal proactively with work-related problems
Relationship Building - Ability to effectively build relationships with customers and co-workers
Working Under Pressure - Ability to complete assigned tasks under stressful situations
Patience - Ability to act calmly under stress and strain, and of not being hasty or impetuous
Reliability - The trait of being dependable and trustworthy

Education

High School Graduate or General Education Degree (GED)
Bachelor's Degree preferred

Experience

1 year of contact center Supervisory experience is strongly preferred
1 year of Transportation, Contact Center and Health Care experience preferred

Skills

Knowledge and proficiency of contact center management tools and principles; knowledge of and proficiency in quality improvement tools and processes
Demonstrated initiative; and ability to follow instructions and complete assignments in a timely manner
Must be able to work independently and as a member of a team
Experience dealing with crisis and ability to create processes that best benefit the entire team
Excellent customer service and phone skills
Must possess ability to analyze data and report on center performance
Strong management and organizational skills
Ability to accurately type 35 corrected words per minute
Proficient in Microsoft Word, Excel and Outlook
Read, write and understand English fluently
Bi-lingual a plus

WORKING CONDITIONS

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Able to sit at and work on a computer for periods of time
- Able to use the phone for periods of time
- Able to lift up to 25 pounds and reach/bend to retrieve items in cabinets and shelves
- Required to be at the work location to perform job functions
- Ability to speak, hear and see for the assigned work day
- Repetitive key stroke/data entry for the assigned work day
- Ability to ambulate as needed for the assigned work day

WORK ENVIRONMENT

The work environment characteristics described here are representative of those an employee

encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. Entire work time is conducted in an office environment in a controlled atmosphere building. The noise level in the work environment is usually moderate.

LogistiCare is an Equal Opportunity Employer.

Equal Opportunity Employer Minorities/Women/Protected Veterans/Disabled

Related jobs

[Contact Center Operations Manager](#)

[Call Center Manager - Miami](#)

[Call Center Manager- Life and Health Insurance Sales- Miami, FL](#)

[Call Center Supervisor](#)

Job summary

Location

Miami, FL 33014

Posted

17 Days ago

Reference code

5000551452106

About this company

LogistiCare



LogistiCare serves as a critical logistical link between people in the community and the health care services they need to stay healthy. Our culture is rooted in the values of delivering excellence and results, acting with honesty, integrity, fairness, and personal accountability because we understand the impact we have in changing members' lives in fundamental ways. Every trip holds purpose and promise. We strive to leverage our collective strengths to deliver exceptional outcomes for members in a cost effective way that benefits everyone. LogistiCare, a wholly owned subsidiary of Providence Service Corporation (Nasdaq: PRSC), is the nation's largest manager of non-emergency medical transportation (NEMT) programs for state government agencies and managed care organizations. The Company's services include NEMT ride management, call center management, transportation provider network development and credentialing, and vendor administration. The Company is focused on providing access to

convenient, cost-effective, safe and reliable transportation. Together with subsidiary Circulation, they deliver tech-enabled solutions that provide enhanced functionality, stronger network performance, streamlined workflow processes, and higher overall system efficiency. LogistiCare consistently maintains a 99 percent complaint-free service rate while annually managing over 65 million trips and more than 24 million eligible riders in 48 states. For more information about LogistiCare and Circulation visit, www.logisticare.com and www.circulation.com.

[View company profile](#)

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Account Manager - Cruise Ship from Flagship Management Miami, FL

About the Job

Our client has a job opportunity for an Account Manager with experience selling in the maritime market, particularly the cruise ship segment. The ideal candidate will have a background in marine coating sales.

Key Responsibilities

This is a sales position in support of marine accounts headquartered in North America. The position will have responsibility for new buildings, dry-dockings, and ship maintenance inventories. The position will align with the global marketing and sales programs to an assigned list of Global Marine accounts and will be accountable for budgeted sales and profit objectives.

1. Responsible for growing share in the primary segment of commercial shipping.
2. Build relationships and develop sales with owners and managers of companies operating tankers, parcel tankers, bulkers, car carriers, and cruise ships.
3. Responsibilities will include strategies to capture business with vessel owners, operators, and management companies.
4. Generate new business and ensure continuing sales growth by keeping abreast of new products, techniques, and competitive trends.

Qualifications

Experience and Education

Prefer a degree in in a relevant marine technical discipline or the equivalent of 6 to 8 years field sales experience in the maritime market segment. Position requires excellent interpersonal and selling skills as well as the ability to work in a team environment. Must have good communications skills. Must take initiative.

Salary

\$100,000.00 - \$110,000.00 /year

Bonus potential

Related jobs

ACCOUNT MANAGER SENIOR

National Account Manager

Account Manager (Sales)

Account Manager

Sales - Hospital Account Manager

Account Manager - Cruise Ship

Job summary

Location

Miami, FL

Job type

Full Time, Employee

Posted

21 Days ago

Industries

Marine Mfg & Services

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Business Development Manager from G4S Secure Solutions (USA) Miami, FL 33161

About the Job

Drive Security Service Sales in a High-Potential Territory

Spotlight your talent for hunting as you engage customers, build relationships, land contracts & develop a lucrative book of business.

If you're a proven outside sales professional with strong consultative selling skills and the drive and self-motivation to meet and exceed goals, the role of Manager of Business Development (MBD) offers a wealth of opportunity. You will:

- Be the **only sales professional assigned to a prime Florida territory and top-ten market**, where there is ample facilities security services business.
- Enjoy the best-of-both-worlds:
 - The entrepreneurial energy of a growing company and **high-potential market** where we've hardly scratched the surface, AND
 - The **stability, support and resources** of an established and respected industry leader.
- **Focus on security officer and security solutions sales**, and also **learn and sell cross-divisional products** such as integrated security, corporate risk, remote monitoring and more. We have the most robust and complete suite of Protective Services on the market, allowing us to deliver a total value proposition to meet every security need!
- Join us during a transformative time in our 100+ year history. In our **growth environment**, you can make an impact, spotlight your talent and continue to evolve your career with G4S. And, while other companies in the industry are being bought and consolidated, you can feel secure knowing you're working for a **global industry leader** with a **strong foundation and history of success**.
- Earn **highly competitive compensation** including a **base salary and uncapped commission, bonus potential for high performance**, and **sales incentives** such as Gold Club recognition (top 10%); as well as a **comprehensive benefits** package, mileage reimbursement, laptop, smartphone, etc.

To meet the basic qualifications for the Manager of Business Development opportunity, you must have legal authorization to work permanently in the United States for any employer without requiring a visa transfer or visa sponsorship. To be a good fit for the role, you will need:

- A bachelor's degree, ideally in Business, Marketing, or a related field (highly preferred) or the equivalent combination of education and outstanding sales experience
- 3-5+ years of consultative outside sales experience in B2B solutions and/or services, with a demonstrated track record of meeting and exceeding sales goals

- Security sales or other security-related experience is an advantage
- Ability to influence decision makers, build strategic relationships, and shape and influence RFP and sales opportunities; the ideal candidate will have experience working from the C-level down
- Experience in proposal development, presentations, and negotiation
- Familiarity with Miami and Ft. Lauderdale; existing contacts are an advantage
- Solid computer skills including MS Office Suite applications (e.g. Word, Excel, PowerPoint, Outlook), CRM software, preferably Salesforce, Internet research skills, and a solid LinkedIn network

G4S secures people, property and assets by understanding and mitigating security risk. We offer a suite of products and services, including risk consulting and investigations, systems integration, security software and technology, and security professionals. We provide security for governments, Fortune 500 companies, nuclear plants, petrochemical companies, ports, airports, colleges and universities, hospitals, banks, residential communities and more, and align services to deliver innovative, essential and scalable solutions that span our clients' entire operations.

EOE/AA/M/F/Vets/Disabled

Job summary

Location

Miami, FL 33161

Job type

Full Time

Posted

5 Days ago

Industries

All

Reference code

9925586

About this company

G4S Secure Solutions (USA)

[View company profile](#)

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Partner Channel Manager - Miami at Cogent Communications Miami, FL 33125

About the Job

Company:

Cogent Communications is a multinational, Tier 1 facilities-based ISP, consistently ranked as one of the top five networks in the world and is publicly traded on the NASDAQ Stock Market under the ticker symbol CCOI. Cogent specializes in providing businesses with high speed Internet access and point-to-point transport services. Cogent's facilities-based, all-optical IP network backbone provides IP services in over 204 markets globally. Since its inception, Cogent has unleashed the benefits of IP technology, building one of the largest and highest capacity IP networks in the world. This network enables Cogent to offer large bandwidth connections at highly competitive prices. Cogent also offers superior customer support by virtue of its end-to-end control of service delivery and network monitoring. A generous base salary, structured tenure pay increases and an uncapped commissions plan offers you an unlimited earnings potential. A full benefits package takes effect within 30 days of employment. Matching 401k and stock options are also included.

Responsibilities:

- Develop and implement strategies for marketing and selling Cogent Communications products and services through indirect channels
- Drive revenue and ensure the Partners are positioning Cogent Communication's services to their end-users.
- Drive incremental monthly sales to meet or exceed goals within a given market or region who are sub agents of a master agent or direct agents/partners
- Recruit, train and support the partner community to position the entire suite of Cogent Communication's services.
- Recruit new sub agents
- Serves as liaison to channel partners with regards to any sales related issues
- Provide accurate and detailed weekly forecast funnel via Salesforce

Qualifications:

- 2-5 years of experience managing indirect sales relationships
- Keen knowledge of the telecommunications industry, specifically Internet Connectivity and Colocation services
- BA/BS or equivalent experience as a Channel Manager
- Proficiency with Microsoft Office suite and Salesforce
- Strong communication skills, both verbal and written

- Flexibility and adaptability

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Cogent Communications is an Equal Opportunity Employer.

Related jobs

Partner Channel Manager - Miami
Channel Manager I
SALES MANAGER
Regional Sales Manager Commercial
Enterprise Field Sales Manager
Territory Sales Manager - Miami, FL

Job summary

Location

Miami, FL 33125

Job type

Full Time, Employee

Posted

12 Days ago

About this company

Cogent Communications



Cogent is a multinational Tier 1 Internet Service Provider consistently ranked as one of the top five networks in the world. Our primary service offering consists of Internet access and data transport, offered over our award-winning fiber optic, IP data-only network, along with colocation in any of our 43 Internet data centers. We service two customer segments: "Corporate" (small businesses to Fortune 100 companies) and "NetCentric" (Carriers / Service Providers and Application / Content Providers, whose businesses rely primarily on Internet access). Our innovative, facilities-based network spans across North America, across the Atlantic throughout Europe, and across the Pacific to Asia. With over 56,200 route miles of intercity fiber and more than 16,850 metro fiber miles, we provide service to over 175 major markets and interconnect with over 3,900 other networks. Cogent was founded on the premise that bandwidth can be treated like a commodity—produce mass amounts and position it for sale based on price. Leveraging new technologies, we built our own IP data network

Partner Channel Manager - Miami job at Cogent Communications | Monster.com
independent of the traditional voice-based networks owned by the RBOCs (Regional Bell Operating Companies). By doing so, we believed we could reduce the cost of high quality bandwidth down to a level never before offered in the marketplace. Less than five years after lighting our network backbone, we have become widely recognized as one of the largest carriers of Internet traffic in the world. We stand apart from our competitors in many areas, but key differentiators include: Our customer connections are dedicated and non-oversubscribed Our prices are the lowest in the industry Our diversity from traditional carriers enables redundancy for customer data Our simple network structure allows for rapid provisioning Our 'self-healing' ring architecture design minimizes outages Cogent is Smart Business Internet Cogent Communications is a public company trading on the NASDAQ under the symbol CCOI. Cogent is headquartered in Washington, D.C., United States of America.

A Solid Company that faithfully provided my needs.

Freedom to work and perform without micro management whatsoever!



[View company profile](#)

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SALES at Florida Business Consulting Miami, FL

About the Job

SALES

Must already be in Miami and ready to interview immediately

Job Description:

An associate has an active role in all of our sales platforms and entails managing target audiences and revenue increase for the brands that we work with. Cross training will be provided in sales, consulting, marketing, communications, community outreach, and public speaking.

Entry Level Day to Day Includes:

- Product Representations
- Account Management
- Sales Development
- Customer Enrollment

Requirements:

- Must ALREADY be located in the Miami/Fort Lauderdale Area.
- Must have excellent communication skills.
- Bachelor's Degree is preferred but can be overlooked for the right candidate
- Must have reliable transportation!
- Must know how to have FUN!
- Must be able to work in team environment

Salary

\$600.00 - \$1,000.00 /week

Related jobs

Sales Associate Job in Doral

76

AVON Independent Sales Representative- Work from Home/ Start your Glam Gig

Senior Account Executive

Sales Reps Needed – Entry Level \$15.00 Base Pay Per Appt.

SALES

ACCOUNT MANAGER SENIOR

Job summary

Location

Miami, FL

Job type

Full Time, Employee

Posted

Today

Industries

Wholesale Trade/Import-Export; Telecommunications Services; Staffing/Employment

Agencies

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Seafood Sales Representative at Jomara
Seafood, Inc.
Hialeah, FL 33010

About the Job

Jomara Seafood, Inc is an importer and distributor of frozen seafood products with offices in Hialeah, FL. We are searching for highly motivated sales representatives willing to provide excellent customer service by offering our wide selection of seafood products, seeking and developing new customers and improving our overall sales and gross profit.

Duties will include but are not limited to:

- Making and receiving a high volume of calls from customers
- Improving sales to current customers
- Seeking out and developing new clients both locally, nationally and internationally
- Making sales trips as needed
- Assisting the Accounts Receivable Team when needed to inform customers they are delinquent

Skills/attributes that we desire:

- Interest in learning
- People's person and team player
- Excellent phone and in-person communication skills
- Ability to travel both locally and nationally
- Minimum 2 years of seafood sales experience
- Computer literate, proficient in Microsoft Office, knowledge of Sage 100 is a plus but not a requirement

Please email a copy of your resume to bob@jomaraseafood.com () and write on the subject line your name and sales position.

Salary

\$26,000.00 - \$150,000.00 /year

Base salary 26,000 plus commissions

Related jobs

[AVON Independent Sales Representative- Work from Home/ Start your Glam Gig](#)
[Sales Reps Needed – Entry Level \\$15.00 Base Pay Per Appt.](#)
[Sales Representative](#)

Sales Representative - NSF/PCP (Miami, FL) 76

Warehouse sales representative

Holiday Sales Representative

Job summary

Location

Hialeah, FL 33010

Job type

Full Time, Employee

Posted

15 Days ago

Industries

Wholesale Trade/Import-Export

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ACCOUNT MANAGER SENIOR at CenturyLink MIAMI, FL 33126

About the Job

About CenturyLink

CenturyLink (NYSE: CTL) is the second largest U.S. communications provider to global enterprise customers. With customers in more than 60 countries and an intense focus on the customer experience, CenturyLink strives to be the world's best networking company by solving customers' increased demand for reliable and secure connections. The company also serves as its customers' trusted partner, helping them manage increased network and IT complexity and providing managed network and cyber security solutions that help protect their business.

Job Summary

Responsible for sales account development within an established geographic territory for a complex suite of services and robust product sets to drive sales, increase brand awareness, and grow a specific territory.

Job Description

Essential Duties:

- Responsible for developing sales in the designated target market(s) by identifying new sales opportunities with prospective enterprise customers headquartered in the region by cold calling, premise visits, networking, lead generation, proposal submission, and customer appointments.
- After winning new business, manages customer relationships in order to gain strategic positioning with decision makers, retain existing revenue and obtain additional business.
- Develop and implement sales plans that provide clearly defined strategies, tactics and timeframes to maximize revenue. Take ownership of the geographic territory designated by management.
- Continually learn and develop knowledge of new technologies and selling points including enhancing expertise in the company's products and solutions.
- Utilize Siebel & Salesforce.com to provide accurate and detailed weekly forecast funnel of identified and proposed opportunities in order to meet or exceed sales quota

requirements.

Knowledge, Skills or Abilities:

- Proven experience in solution selling IP, data, and voice network services.
- Proven experience in hunting, prospecting, and new account development.
- Experience with Salesforce.com preferred.
- Demonstrated strong communication, written, and formal presentation skills as well as ability in selling to the close.
- Self-motivated, pro-active, results-oriented professional with an ability to work with minimum direction.
- Proficient in MS office products: Outlook, Word, Excel, and PowerPoint.
- Attention to detail with good organizational capabilities
- Ability to prioritize with good time management skills.
- Requires at least 50% or more of time conducting sales activities outside of the office.

Qualifications**Basic Qualifications:**

- 5+ years of sales experience

Education

Bachelors or Equivalent in Business or Marketing

Alternate Location: US-Florida-Miami**Requisition #:** 216718

This job may require successful completion of an online assessment. A brief description of the assessments can be viewed on our website at <http://find.centurylink.jobs/testguides/>

EEO Statement

We are committed to providing equal employment opportunities to all persons regardless of race, color, ancestry, citizenship, national origin, religion, veteran status, disability, genetic characteristic or information, age, gender, sexual orientation, gender identity, marital status, family status, pregnancy, or other legally protected status (collectively, "protected statuses"). We do not tolerate unlawful discrimination in any employment decisions, including recruiting, hiring, compensation, promotion, benefits, discipline, termination, job assignments or training.

Disclaimer

The above job definition information has been designed to indicate the general nature and level of work performed by employees within this classification. It is not designed to contain or be interpreted as a comprehensive inventory of all duties, responsibilities, and qualifications required of employees assigned to this job. Job duties and responsibilities are subject to change based on changing business needs and conditions.

Related jobs

National Account Manager
Account Manager (Sales)
Account Manager
Launch Account Manager
Account Manager - Cruise Ship
Account Manager

Job summary

Location
MIAMI, FL 33126

Posted
2 Days ago

Reference code
216718

About this company

CenturyLink



CenturyLink(NYSE:CTL) is a premier network solutions provider and trusted partner to our customers. As part of our recent acquisition of Level 3 Communications, our portfolio has expanded. More customers. More network. More locations. More opportunities for you. With a global presence in 60 countries, service to more than 350 metro areas domestically, and more than 450,000 miles of fiber; CenturyLink is going places. "Don't see anything of interest here? Head over to www.centurylink.com/careeropportunities where you can join our Talent Community and set up a job search. You'll receive exclusive information about our latest career opportunities along with news on how CenturyLink is shaping the world of technology."

[View company profile](#)

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Job Description

Health Services Associate - (153912)

Description

Location: Rosie Lee Wesley Health Center
Address: 6601 SW 62nd AVE South Miami, FL
Status: Full-Time (Monday - Friday) Day hours

Health Services Associate performs a variety of clerical and medical support services for the efficient operation of the center.

- *Bi-lingual highly preferred
- *Computer Literacy preferred with Cerner experience
- *Patient Registration Experience highly preferred
- *Able to work in a very fast paced environment
- *Telephone and customer service experience

Qualifications

Experience: Generally requires 0 to 3 years of related experience.

Education: High School diploma is required.

Licensure Certification: Valid license or certification is required as needed, based on the job or specialty.

Knowledge Skill Abilities: Ability to analyze, organize and prioritize work accurately while meeting multiple deadlines. Ability to communicate effectively in both oral and written form. Ability to handle difficult and stressful situations with critical thinking and professional composure. Ability to understand and follow instructions. Ability to exercise sound and independent judgment. Knowledge and skill in use of job appropriate technology and software applications.

Primary Location : Rosie Lee Wesley Health Center

Work Locations :

Miami

Job : Clerical/Customer Service Support

Organization : RLW Medical & Professional Svc

Schedule : Full-time

Shift : Day Job

Employee Status : Regular

Job Type : Standard

Job Level : Individual Contributor

Posting Date : Nov 15, 2019

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This page displays all relevant details related to your draft and completed submissions.

Submissions per page:

25 ▾

Completed Submissions**Health Services Associate**

- Full-time

Rosie Lee Wesley Health Center

Job Number: 153912

Job Status: Active (Accepting Job Submissions)

Submission Status: [Application in progress](#) – Updated: Nov 18, 2019[View/Edit Submission](#) | [Withdraw](#)**Candidate Profile**

Take a few minutes to create or modify your employment profile and to specify your preferred working criteria for future openings matching your interests.

[Access my profile](#)**Icon legend**

More information



Draft submission



Completed submission

My Submissions - Page 1 of 1 [Previous](#) | **1** | [Next](#)[Withdraw All Submissions](#)



Dear Steven:

We have received your application for the position of Health Services Associate-153912 and are currently reviewing your experience and qualifications.

If your profile corresponds to our requirements, a member of our Talent Acquisition team will contact you soon.

For more information, if you would like to review your candidate status, [click here](#).

We thank you for your interest in Jackson Health System.

Best regards,
Talent Acquisition Services
Jackson Health System

Replies to this message are undeliverable and will not reach the Talent Acquisition Services. Please do not reply.



Select Language



SEARCH JOBS +

HEALTH SERVICES ASSOCIATE

Location Rosie Lee Wesley Health Center
Job ID: 153912

APPLY NOW

SAVE JOB

Schedule: Full-time
Shift: Day Job

DESCRIPTION

Location: Rosie Lee Wesley Health Center

Address: 6601 SW 62nd AVE South Miami, FL

Status: Full-Time (Monday - Friday) Day hours

Health Services Associate performs a variety of clerical and medical support services for the efficient operation of the center.

- *Bi-lingual highly preferred
- *Computer Literacy preferred with Cerner experience
- *Patient Registration Experience highly preferred
- *Able to work in a very fast paced environment
- *Telephone and customer service experience

QUALIFICATIONS

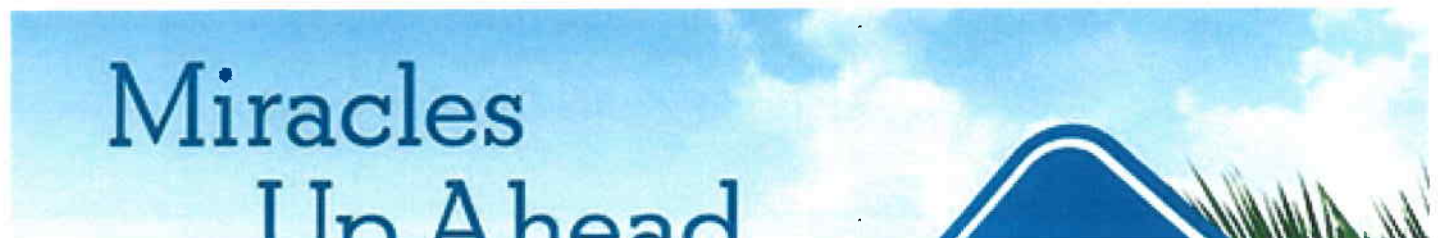
Experience: Generally requires 0 to 3 years of related experience.

Education: High School diploma is required.

Licensure Certification: Valid license or certification is required as needed, based on the job or specialty.

Knowledge Skill Abilities: Ability to analyze, organize and prioritize work accurately while meeting multiple deadlines. Ability to communicate effectively in both oral and written form. Ability to handle difficult and stressful situations with critical thinking and professional composure. Ability to understand and follow instructions. Ability to exercise sound and independent judgment. Knowledge and skill in use of job appropriate technology and software applications.

APPLY NOW





RELATED JOBS

Patient Finance Specialist
Corporate Services

Hospital Unit Secretary (Full Time / Night Shift)
Jackson North Medical Center

Registered Resp Therapist- Nights
Jackson Memorial Hospital

Log in if you are a Jackson employee

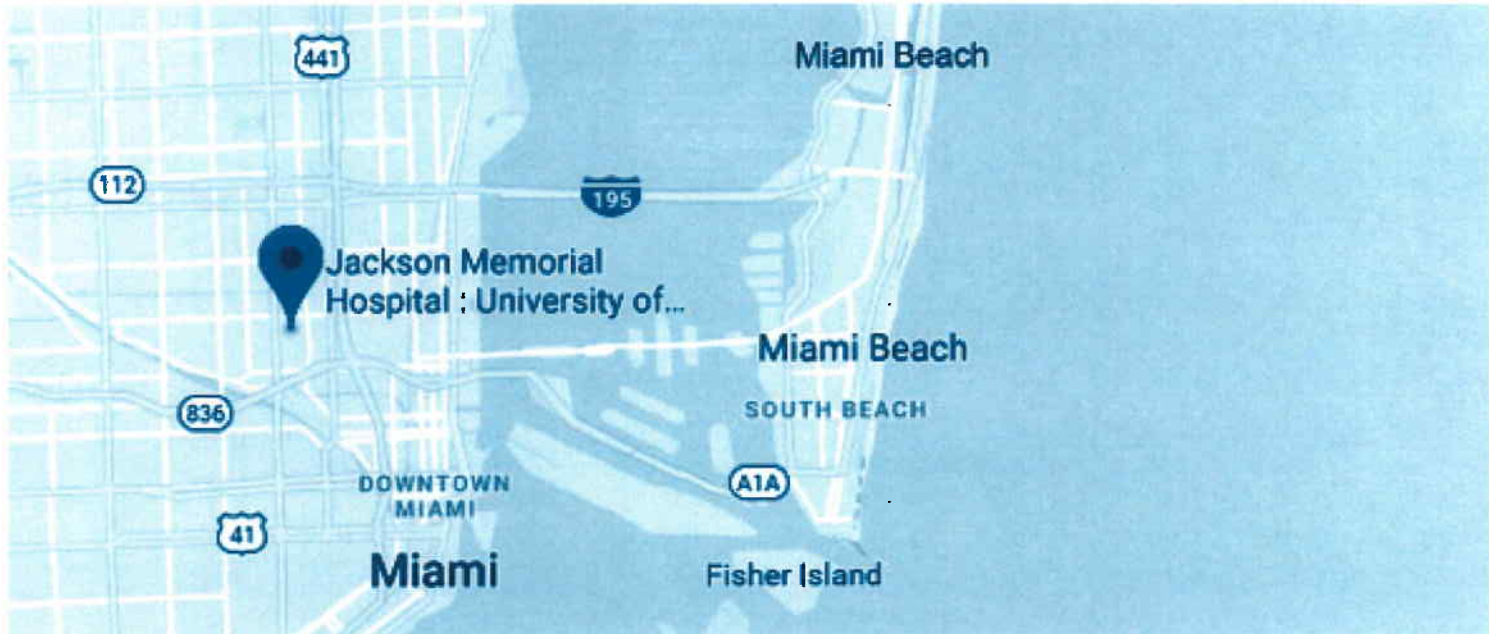
LOGIN

JACKSON HEALTH SYSTEM LOCATIONS

Hospitals	Specialty Care Centers
Health Clinics	Pharmacies

Holtz Children's Hospital

- Jackson Memorial Hospital
- Jackson Behavioral Health Hospital
- Jackson North Medical Center
- Jackson Rehabilitation Hospital
- Jackson South Medical Center



Holtz Children's Hospital
1611 N.W. 12th Avenue - Miami, FL 33136

Holtz Children’s Hospital at the University of Miami/Jackson Memorial Medical Center is one of the largest pediatric hospitals in the southeast United States, where UHealth - University of Miami Health System physicians treat children from throughout Florida and the Caribbean. Holtz Children’s is known worldwide for its care of critically ill newborns in its neonatal intensive care unit, which is one of the largest in the United States and boasts some of the best medical outcomes. In collaboration with the Miami Transplant Institute, Holtz Children’s is one of only three centers in the country that specializes in pediatric multi-organ transplants. It is home to one of only three state-accredited comprehensive children’s kidney failure centers and one of the largest pediatric kidney transplant programs in the world. The Children’s Heart Center at Holtz Children’s is the only comprehensive children’s heart program in South Florida. In partnership with the University of Miami, Holtz Children’s also trains the most pediatric physicians of any medical center in the southeastern United States.

MORE INFO

–REFER A–
FRIEND

Share this job with your friends and connections! Click one of the icons to share this job.



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SUBMIT

Jackson Employees Enter Your JHS Email Address So We Can Track Your Referral

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Search by category, location or a combination of the two. select the desired result and click "add". You can add as many search terms as desired.

Enter Email Address*

Email Address

Select Category

Select a Job Category

Hospital

Select a Location

ADD

Clerical & Customer Service Support, Miami, Florida, United States X

SIGN UP



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Crew Member, McDonald's

- ⦿ Full-time
- ⦿ Part-time
- 📍 Miami, FL

APPLY NOW to this job

Description

We offer Tuition Assistance - increased in 2018 from \$700 to up to \$12,000/year*! Visit <http://www.archwaystoopportunity.com> (<http://www.archwaystoopportunity.com/about.html>) and speak to your General Manager for more information on Tuition Assistance!

McDonald's is now hiring full and part-time crew members to join their growing team!

As a Crew Member at McDonald's, you will be expected to provide customers with a quick and accurate service, and show sensitivity to their individual needs, both from behind the till as well as in the dining areas. When you are preparing and cooking the wide variety of food we offer, you will be expected to use a broad range of equipment and tools. Crew Members need to produce orders to a consistently high standard and understand that quality control is vital. Cleanliness and hygiene requires thorough training in order to maintain our high standards. Before each Crew Member starts, they learn to use a variety of cleaning utensils and chemical cleaning products along with the correct protective equipment. **Come be part of a growing team!** We're hiring for a variety of shifts including Part-time shifts from **8 AM - 4 PM and 4 PM - 10 PM** and Full-time shifts from **4:30 AM - 1 PM & Closing shifts from 4 PM - 12 AM**, and we offer incentives to any applicants who can work on Sundays!

If you're a dedicated team player with a desire to start your career with an awesome company, apply today!

Team | Crew | Member | Service | Customer | Cash | Cashier | Job | Work | fast food

Benefits of working as a McDonald's Crew Member:

- Flexible Scheduling
- Training and Developing Programs
- Advancement Opportunities
- Uniforms
- Tuition Assistance - increased in 2018 from \$700 to \$2,500/year!

- Access to our Archways to Opportunity program! (<http://www.archwaystoopportunity.com/about.html>)
- And so much more!

Requirements

- Reliable transportation to work
- Ability to work nights and weekends
- Be over 16 years of age

Address

599 Northwest 62nd Street
Miami, FL 33150



Company Information

McDonald's® and its independent franchisees believe a job is about seizing an opportunity to learn, grow and succeed. That's why a job at your local McDonald's not only works around your schedule, but may also help you every day by offering world-class training, high school completion courses, college tuition assistance, and more. These opportunities are available at participating restaurants and will help you grow into a leader!

APPLY NOW to this job

[CONTACT \(MAILTO:CONTACT@HIGHERME.COM\)](mailto:CONTACT@HIGHERME.COM)

[TERMS AND CONDITIONS \(HTTPS://HIGHERME.COM/TOS\)](https://higherme.com/tos)

[PRIVACY POLICY \(HTTP://WWW.IUBENDA.COM/PRIVACY-POLICY/767320\)](http://www.iubenda.com/privacy-policy/767320)

[BLOG \(HTTP://BLOG.HIGHERME.COM\)](http://blog.higherme.com)

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Your application has been submitted



Steven Dorfman

✉ dorfmanactions@gmail.com

☎ (954) 812-4174

📍 Miami, FL

PROFILE

AVAILABILITY

APPLICATIONS **1**

YOUR CURRENT APPLICATIONS

McDonald's, Crew Member

11/19/2019

599 Northwest 62nd Street Miami, FL 33150

Submitted

[CONTACT \(MAILTO:CONTACT@HIGHERME.COM\)](mailto:CONTACT@HIGHERME.COM)

[TERMS AND CONDITIONS \(HTTPS://HIGHERME.COM/TOS\)](https://HIGHERME.COM/TOS)

[PRIVACY POLICY \(HTTP://WWW.IUBENDA.COM/PRIVACY-POLICY/767320\)](http://WWW.IUBENDA.COM/PRIVACY-POLICY/767320)

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Walgreens

PHARMACY CASHIER

306776BR

4895 PALM AVE, HIALEAH, FL, 33012

Job Description

- Models and delivers a distinctive and delightful customer experience.
- Registers sales on assigned cash register and provides customers with courteous, fair, friendly, and efficient checkout service.

Customer Experience

- Engages customers and patients by greeting them and offering assistance with products and services. Resolves customer issues and answers questions to ensure a positive customer experience.
- Models and shares customer service best practices with all team members to deliver a distinctive and delightful customer experience, including interpersonal habits (e.g., greeting, eye contact, courtesy, etc.) and Walgreens service traits (e.g., offering help proactively, identifying needs, servicing until satisfied, etc.).
- Develops strong relationships with most valuable customers.

Operations

- Registers customer purchases on assigned cash register, collects cash and distributes change as requested; processes voids, returns, rain checks, refunds, and exchanges as needed.
- Recommends items for sale to customer and recommends trade-up and/or companion items. Assists with OTC products, and takes customer to aisle when possible.
- Operates pharmacy systems to obtain patient prescription status.
- Reports, immediately, prescription errors to pharmacist on duty and adheres to Company policies and procedures in relation to pharmacy errors and the Quality Improvement Program.
- Keeps counters and shelves clean and well merchandised, takes inventory, and maintains records. Checks in and prices merchandise as required or as directed by store manager or communicated by the shift leader.
- Implements Company asset protection procedures to identify and minimize profit loss.
- Ensures compliance with state and local laws regarding regulated products (e.g., alcoholic beverages and tobacco products).
- Constructs and maintains displays, including promotional, seasonal, super structures, and sale merchandise. Completes resets and revisions as directed.
- Has working knowledge of store systems and store equipment.

- Assists with exterior and interior maintenance by ensuring clean, neat, orderly store condition and appearance.
- Complies with all company policies and procedures; maintains respectful relationships with coworkers.
- Completes special assignments and other tasks as assigned.

Training & Personal Development

- Attends training and completes PPLs requested by Manager or assigned by corporate.

External Basic Qualifications

- Must be fluent in reading, writing, and speaking English.
- Requires willingness to work flexible schedule, including evenings and weekend hours.

Preferred Qualifications

- Prefer six months of experience in a retail environment.
- Prefer to have prior work experience with Walgreens.

Job Function

Retail

Employment Type

Flexible hours

Store

05293-HIALEAH FL

Common Location

4895 PALM AVE, HIALEAH, FL, 33012-04006-05293-S

Zip Code

33012

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English

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Hello, Steven Dorfman!

[Jobs](#)[Applications \(1\)](#)[Searches](#)[Saved Applications ▼](#)[Submitted Applications \(1\) ^](#)

PHARMACY CASHIER

306776BR

4895 PALM

AVE, HIALEAH, FL, 33012

Status: Under Review -

18-Nov-2019

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Application Complete



PHARMACY CASHIER

Thank you for your interest!

English

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Steven Dorfman <dorfmanactions@gmail.com>

Walgreens Family of Companies Application Submission Confirmation

1 message

donotreply <Enterprise@trm.brassring.com>

Mon, Nov 18, 2019 at 10:27 PM

Reply-To: donotreply@walgreens.com

To: dorfmanactions@gmail.com



Walgreens Boots Alliance

*Walgreens***DUANE**reade*Walgreens* healthcare clinic

Dear Steven Dorfman,

Thank you for your interest in joining Walgreens; where we are committed to championing the health and well-being of every community in America! We're excited you've considered joining our team!

We have received your on-line job application for the position of PHARMACY CASHIER - 306776BR. Should you be selected for further consideration, a member of our hiring team will provide additional communication regarding this role.

In the meantime, you may update your candidate file with additional information any time by following the below instructions for the appropriate Walgreens Company:

Please [click here](#) to login to your candidate zone. You can also learn more about other job opportunities at Walgreens, or join our growing talent community by visiting our careers web site at www.jobs.walgreens.com.

Thank you,

Walgreens Talent Acquisition

[Follow Walgreens on LinkedIn](#)

Please do not reply. This message comes from a send-only mailbox. Replies to this message are undeliverable and will not reach the Talent Acquisition department.



Steven Dorfman <dorfmanactions@gmail.com>

Your McDonald's application has been submitted!

1 message

HigherMe <applicant@higherme.com>

Mon, Nov 18, 2019 at 10:18 PM

Reply-To: applicant@higherme.com

To: Steven Dorfman <dorfmanactions@gmail.com>



Hello Steven,

We have received your application and are delighted that you've taken an interest in exploring a career with McDonald's!

If you are selected for an interview, you'll receive a text message and email from the hiring manager with a link to select a date & time that is convenient for you to interview.

We appreciate your interest, and wish you the best of luck in your job search!

Sincerely,

HigherMe and McDonald's

Have a dynamite day,
HigherMe Team
www.higherme.com

Hi there! We're here to help.
If you ever have any questions or feedback simply reply to this email.

To unsubscribe from these emails, [click here](#) .



Steven Dorfman <dorfmanactions@gmail.com>

G4S Secure Solutions (USA) Application Received

1 message

answers@jobinfo.com <answers@jobinfo.com>

Mon, Nov 18, 2019 at 9:36 PM

Reply-To: Elizabeth Harrison <eharrison@engage2excel.com>

To: Steven Dorfman <dorfmanactions@gmail.com>

Thank you for applying for the Business Development Manager position. Your information has been received and will be carefully reviewed.

You should hear from us in the very near future if your background appears to be among the most closely matched with this position. If you have not heard within two weeks, it is unlikely that you will be contacted for this position. In any case, if you have not done so already, please be sure to create an email notifier agent so that you will immediately be alerted when new positions come up meeting your criteria. You can create or modify your agent at: <http://g4sUSA.jobinfo.com>

Best regards,

The G4S Secure Solutions (USA) Recruiting Team



Steven Dorfman <dorfmanactions@gmail.com>

Voluntary EEO Data Request for Business Development Manager (9925586)

1 message

noreply@jobinfo.com <noreply@jobinfo.com>
To: dorfmanactions@gmail.com

Mon, Nov 18, 2019 at 9:36 PM

Dear Steven,

G4S Secure Solutions (USA) is an Equal Opportunity Employer. As required by law, we must record certain information to be made a part of our Affirmative Action Program.

Applicants for employment are also invited to participate in the Affirmative Action Program by reporting their status as disabled, disabled veteran, veteran of the Vietnam era or other minority. In extending this invitation you are also advised that: (a) workers (applicants) are under no obligation to respond, but may do so in the future if they choose; (b) responses will remain confidential within the Human Resources Department; and (c) responses will be used only for the necessary information to include in our Affirmative Action Program. We are a company that values diversity. We actively encourage women and minorities to apply. Refusal to provide this information will have no bearing on your application and will not subject you to any adverse treatment.

Please complete the information requested on this page: https://g4sUSA.jobinfo.com/public/restore_session.php?code=5dd354e198e3d&actrid=15479059

Thank you for your cooperation.

Regards,

Elizabeth Harrison
Recruitment Partner
The G4S Secure Solutions (USA) Recruitment Team
562-472-0726
eharrison@engage2excel.com

Recruitment Partnering with Engage2Excel Recruitment Solutions

By responding to this email you are opting-in to receive SMS communication.



Steven Dorfman <dorfmanactions@gmail.com>

Your application for Regional Sales Manager, South Florida at CrowdStrike1 message

CrowdStrike Recruiting Team <notification@jobvite.com>

Mon, Nov 18, 2019 at 9:46 PM

Reply-To: CrowdStrike Recruiting Team <jjhmluas@jobvite.com>

To: Steven Dorfman <dorfmanactions@gmail.com>

Dear Steven,

Thank you for your interest in a career at CrowdStrike. We have received your application for Regional Sales Manager, South Florida.

What happens now? We will review your application and will contact you if there is a good match.

In the meantime, to view the status of your application, please go to the following link:

[Application Status](#)

Sincerely,

The CrowdStrike Recruiting Team

You can reply directly to this message or click [here](#) to reply via your Jobvite user account.

Email Preferences | Powered by Jobvite



Steven Dorfman <dorfmanactions@gmail.com>

Health Services Associate-153912 at Jackson Health

1 message

Human Resources <hr-jhs@invalidemail.com>
To: Steven Dorfman <dorfmanactions@gmail.com>

Mon, Nov 18, 2019 at 10:05 PM



Dear Steven:

We have received your application for the position of Health Services Associate-153912 and are currently reviewing your experience and qualifications.

If your profile corresponds to our requirements, a member of our Talent Acquisition team will contact you soon.

For more information, if you would like to review your candidate status, [click here](#).

We thank you for your interest in Jackson Health System.

Best regards,
Talent Acquisition Services
Jackson Health System

Replies to this message are undeliverable and will not reach the Talent Acquisition Services. Please do not reply.

**this_message_in_html.html**
2K



Steven Dorfman

(954) 812-4174 | E: dorfmanactions@gmail.com
Miami, FL 33131

PROFESSIONAL SUMMARY

High-achieving senior executive bringing expertise in business planning, revenue development and change management. Offering 10 years of leadership in insurance industry along with entrepreneurial, forward-thinking mindset and demonstrated track record of accomplishment.

SKILLS

- Business start up
- Consulting
- Operational leadership
- Business analysis
- Product development and expansion
- Market strategies
- Business development
- Business Management
- Process improvements
- Strategic planning
- Corporate leadership

WORK HISTORY

CHIEF EXECUTIVE OFFICER

08/2013 to 11/2018

Simple Insurance Leads | Hollywood, FL

- Cultivated forward-thinking, inclusive and performance-oriented business culture to lead industry in innovation and push progress
- Reviewed individual department performance and worked with leadership to improve processes, procedures and practices
- Developed key operational initiatives to drive and maintain substantial business growth
- Built productive relationships with industry partners and competitors to support strategic business objectives

CHIEF EXECUTIVE OFFICER

05/2012 to 11/2018

Simple Health | Hollywood, FL

- Initiated aggressive hiring push and training of industry-renowned candidates as department managers to drive organizational improvements
- Drove implementation of new market expansion to propel business forward and adapt to market changes
- Maintained agile, responsible organization with sustained revenue growth by monitoring industry forecasts, honing budgets and adjusting marketing strategies

CHIEF EXECUTIVE OFFICER

10/2010 to 05/2012

AHCP

- Miami/Fort Lauderdale Area

SALES CONSULTANT

05/2010 to 10/2010

National Service Network

- Santiago, Dominican Republic

	SALES CONSULTANT CHP Plans Hallandale, FL	<i>01/2010 to 05/2010</i>
	VICE PRESIDENT OF SALES America's Health Brokers	<i>03/2009 to 01/2010</i>
EDUCATION	Bachelor of Business Administration (BBA) Business Administration and Management Appalachian State University	2006
ADDITIONAL INFORMATION	DISCLOSURE: I am currently a defendant in an enforcement action in federal court in Miami brought by the Federal Trade Commission. In connection with that action, the court has imposed an asset freeze. This lawsuit and asset freeze may require occasional accommodation of my schedule to attend court hearings and other meetings and coordination of my method of compensation with the Federal Trade Commission. I will provide additional details upon request.	