



Pin-Point Solutions: Finance Practice Area

Finance: Keys to Success– Hiring the Right Candidate

The success of an organization is dependent on the people that come together to create, execute and deliver on the established goals. A business is not only about its strategic plan but about the people involved in making things happen. It is important for an organization to outline the values, vision, goals, and hiring candidates that can meet the specific challenges.

Companies have used recruiting firms over the years but the service they provide becomes much more valuable when unemployment is low and business is strong because the demand for candidates is much greater than the supply. With that being said, a recruiter is an extension of the company that is being represented during the search, so it is important for a solid partnership between the recruiter and the company to be successful in finding the right talent. Recruiters depend on their network but have the resources to reach beyond that when looking for talent that has the specified skills as well as similar values and goals that align with the overall company vision. Similar to identifying the right talent, it is imperative to partner with the recruiter that aligns well and understands the needs of the organization.

At PinPoint Solutions and Westport Intl. we have developed a successful track record in helping our clients find the right talent. This has been shown in how our candidate and client base continue to expand across industry and functional area.



Meet the Team



Practice Area Director, Finance—Stacey Erlenbach

Stacey Erlenbach is a seasoned executive with over 15 years of executive search and corporate recruiting experience. Stacey started her career with an executive search firm based in Maryland and then moved to The Carlyle Group, one of the largest global alternative asset management firms in the World with \$203 billion of assets under management. While at Carlyle she oversaw all recruiting from Individual Contributor to Managing Director roles for the Washington DC, Los Angeles, Sao Paulo and Chicago offices. A career opportunity for her husband led to a relocation with her family to Richmond, Virginia. Since the move, Stacey has returned to executive search.

Stacey has experience in full recruitment cycle that includes search strategy, research, candidates sourcing, interviewing, selection analysis, reference verification, offer negotiation to final placement. She understands the importance of a collaborative effort with the hiring manager and their teams to assist the groups meet their goals and objectives.

Stacey uses strategic sourcing methodologies along with her consultative approach to help deliver for her clients. Finance, Accounting and Tax are areas that have a great focus to bring in top talent for organizations whether private or public organizations.



Recruiter, Finance—Savannah Baker

Savannah Baker is an Executive Recruiter Specializing in Manufacturing Finance Professionals. Specifically, she focuses on the placement of Manufacturing, Cost and FP&A Analysts and Managers as well as Plant Controllers up to the Division level. She enjoys building relationships and creatively developing her research and network to better support her candidates, clients and co-workers. Originally from Charlotte, she fell in love with the Greenville area and joined PinPoint after getting her BA in Business Administration from Furman University. She enjoys playing tennis, running and cooking.





Recently Filled Searches



- Director of Financial Planning and Analysis- Virginia
- Corporate Controller- California
- Vice President of Finance- Virginia
- Finance Manager- Washington State
- Chief Financial Officer- North Carolina
- Corporate Controller- Nevada
- Tax Director- Nevada



Highlighted Searches



- Corporate Controller- Southwest
- Vice President of Corporate Finance- West Coast
- Controller- Pacific Northwest
- Operational Controllers- Midwest and West Coast