



# PinPoint Solutions: Supply Chain Practice Area

## Questions for Your Recruitment Firm— Now is the Time to Plan for 2018!

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If you have a say in which firms you partner with to secure talent, here is something to consider: When taking on new clients (many of which come from referrals), we are often asked about our process, our fee, our guarantee but we are rarely asked the question that might impact you most.

*Which companies in our space are you prevented from hiring from in order to fill these roles?*

At PinPoint, our relationships with clients develop over time and cover multiple sites. In some cases, our contracts cover an entire corporation. In order to honor these contracts, we don't recruit from our current clients – they are off-limits for a protected period.

So talk with your potential recruiting partner and explore this issue so that you can feel confident that working together will be successful. Please consider us as we would enjoy the opportunity to work with you.

## Current Highlighted Searches

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- Site Supply Chain Leader - Diversified Industrial - FL
- Site Supply Chain Leader - Military Products - CA
- Director of Global Logistic Strategy - Government Contractor - Virtual location
- SVP Operations - Pharma/Food - AZ
- Director of E-Commerce - Retailer - CA
- Division Contract Manager - Industrial - MI
- Director of Quality/Validation - Pharma/Vaccines - MD
- Site Operations Leader - Food
- Plant Manager - Aerospace - CA
- Maintenance Superintendent - Paper - NC

## Leadership: Mary Hain

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Mary Hain is a Senior Executive Recruiter with PinPoint Solutions. She joined PinPoint Solutions in 2008 and specializes in Supply Chain, Quality and Operations for manufacturing and service companies nationwide (and internationally when our client needs the service). High potential, high-impact leaders in these critical roles drive lean, supplier development, sourcing strategies, supply chain strength, cost savings, quality metrics and operational excellence. Success calls for a complex set of skills, personality, education and experience in these ever-changing roles.

When I'm not working, I can be found enjoying beautiful Upstate of South Carolina with my husband, Todd, and my daughter, Rachel. We love to travel, hike with our dog, go to the beach and visit family. Unless it is a fall Sunday afternoon, in which case we will be watching football!

Sr. Executive Recruiter

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