

Pin-Point Solutions: Finance Practice Area

Economic Outlook Strong For 2017

Happy New Year! The economic outlook for 2017 is strong which means the demand for hiring top talent continues. It will be a competitive market for companies to hire the best candidates, but that being said a well qualified candidate will have options to look at before making a move. Our clients from coast to coast are asking for our guidance in sourcing the right people. Our approach starts with understanding the story and culture of the company, the position and how it fits into the organization and what competencies and skills are required of the employees for success. Our search strategy starts with tapping into our established network and also utilizing other tools to expand our reach out to include LinkedIn, Zoom, Jigsaw as well as the various job boards. I wanted to share with you a listing of recently completed positions as well as roles that we are actively recruiting on.

Active Searches



- Controller** – \$50m+ custom manufacturer - Midwest
- Controller** – \$150m division of a publicly traded industrial company – Pacific Northwest
- Assistant Controller** – \$2B + aerospace company - Western Region of the US
- Operational Controllers** – \$10B global leader in diversified manufacturing - Midwest and West Coast
- Vice President of Finance** – \$80m + specialty chemical manufacturer - Southeast
- Director of Financial Planning and Analysis** – Privately held heavy building materials company – Virginia
- Finance Director** – \$2B + aerospace company - Western Region of the US
- Cost Accountants** – Private equity owned aerospace company - New York, Connecticut and Texas

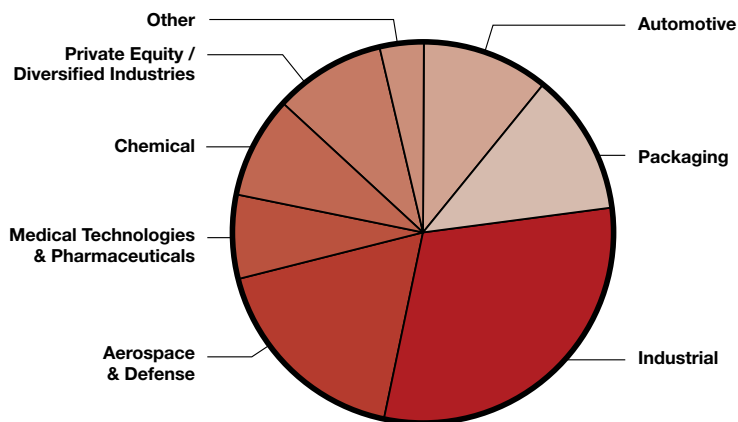
Recently Filled Searches



- Corporate Controller** – \$2B aerospace company - Nevada
- Plant Controllers** – Tier 1 automotive supplier - Missouri and Nebraska
- Director of Global Tax** – \$2B aerospace company - Nevada
- Manager of Cost Accounting and Financial Analysis** – \$50m manufacturer - Ohio
- Finance Director** – \$3B aerospace company - North Carolina
- Chief Financial Officer** – Private equity owned custom manufacturer – North Carolina

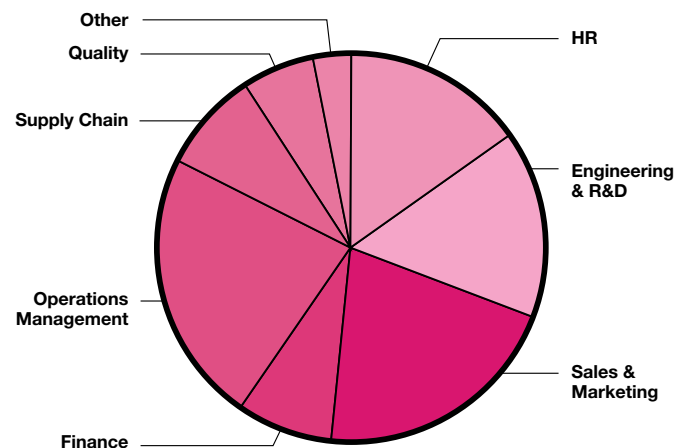
2016

COMPLETED SEARCHES BY INDUSTRY



2016

COMPLETED SEARCHES BY FUNCTION





Leadership: Stacey Erlenbach

Stacey Erlenbach is a seasoned executive with over 15 years of executive search and corporate recruiting experience. Stacey started her career with a boutique executive search firm based in Bethesda, 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 Paolo and Chicago offices. She was involved in helping to staff the organization appropriately while transitioning from a private partnership to a publicly traded organization. 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.

A graduate of Florida State University, she holds a Bachelor's Degree in Psychology with a minor in Business.

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. She is skilled at matching skills to the workplace and culture from the Controller to the Staff Accountant level as well as finance and tax level professionals.



Connect with Stacey on LinkedIn



Connect with Stacey on pin-pointolutions.com

STACEY ERLENBACH

Practice Area Director, Finance

Finance

Office: 804-744-3534

stacey@pin-pointolutions.com