

About Us For Candidates For Companies

DefensePlacements Newsletter November 2012



AUSA 2012 Overview

AUSA, Association of the United States Army, recently held their annual exposition in Washington, D.C. It is one of the largest military tradeshows and DefensePlacements had the privilege of being in the center of it all. Though overall attendance by uniformed end-users and customers was notably down from previous years, the show was still successful for us. Andrew Beccue and Brian Spaulding made the most of their time in D.C. and were even able to arrange an interview between a client and a candidate.

Among those in attendance, there was a noticeable atmosphere of uncertainty regarding the changing Defense market and the future for companies and candidates. DefensePlacements, as everyone in the industry, is optimistic. We are looking at potential changes in the market as an opportunity to learn and diversify and we are mindful that shifting in the current landscape is a good thing. The government is actively looking to get the "most bang for their buck" by shopping for the best technology at the best price just as companies are trying to preserve their profit margins and do more with less.

Defense industry companies are shifting in new directions and seeking new revenue outlets and partnering opportunities as well as utilizing their employee talent pool to greater potential. For example, we are seeing more companies expand their engineers' responsibilities to include technical sales support and using their background and expertise to aid customers in the buying process. This also allows candidates the opportunity to broaden and showcase their talents more within their career. The industry today is changing and we are all searching for the roadmap to help us adapt in order to successfully transition into the future.

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HOT SEARCHES:

VP, Sales & Marketing
Project Office
Manager- Project
Deployment
VP/GM- RF Power
Director, Navy
Programs- SEAL
PMO Director

RECENT PLACEMENTS:

Director, International
Sales/ FMS FMF
Sr. Software Engineer
Sr. Program Manager

About Us:

DefensePlacements is an executive search firm with a proven track record of successfully placing professionals within the **Defense/Aerospace, Security, Manufacturing,** and the **Private Equity** markets.

FAST, FOCUSED, FLEXIBLE, and **FRIENDLY** is our guiding philosophy via a culture of authenticity, honesty, and integrity.

Founded by a decorated combat pilot, we are an approved **Vietnam Veteran Owned Small Business Enterprise.**

Follow us on [twitter](#)

Welcome, Carol Zimmerman!

We are excited to announce the recent addition to the DefensePlacements family. Carol Zimmerman is the newest team member and will serve as Marketing Specialist. She has already generated several job orders in her first full week and we are excited to see the new heights she will push us to with the experience and expertise she brings to us.



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"Not what we say about our blessings, but how we use them, is the true measure of our thanksgiving."

~W.T. Purkiser

**Happy
Thanksgiving!**

Resume Writing Service

DefensePlacements is proud to announce the addition of a resume writing service to our menu of services offered. With our expansive knowledge of the Manufacturing, Security, Defense/Aerospace and Contract Staffing industries and our professional curriculum vitae expertise, we can help tailor your resume for the job you want and highlight your unique skills and abilities.

Call or email us today to find out more!

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