

Resume Titling Category

Document Title: “FirstName LastName CATEGORY P&L Title Industries M&A”

CATEGORY: must be in capital

- **YES:** More than 100M P&L (ie. General Manager, VP of Operations, COO, CEO, Plant Manager)
- **FINDER:** Less than 100M P&L
- **EBITDA/ P&L:** If there is not any P&L information
- **FOREIGN:** Executives from Western Europe and the other countries
No P&L requirement
Executives from Canada and Mexico NOT FOREIGN

P&L: For CEO, COO, GM, VP positions →Overall Company Revenue

For other positions → The size of the division that they are managing, not the whole company revenue.

TITLE: most relevant title (or the most recent title)

- CEO, COO, CFO, VP, EVP, MD, GM, President, Plant Manager, etc.

INDUSTRY:

- Choose **one or more from the list** below
- If there isn't any P&L, choose the **longest Industry experience and most current**
If there is P&L information, choose **top three Industries with the highest or most recent P&L**

Mergers & Acquisitions experience (M&A): if applicable (the numbers and what role has been hold by exec must be given.)

- MAS:some experience (Less than 2 experience) or MA+: extensive experience (2 or more experience)

Go To Executive

- 100 + P&L
- 20 years Experience (same industry)

How to Title Resumes

- Go to **Google Drive**
- Find the **Untitled Resumes Folder in Resumes Folder.**
- Search on Salesforce and double check if the executive is already in our database
- Title them according to the instruction above.
- First finished regular resumes which don't have 22 code in the beginning. Leave the resumes with 22 code to the last, and check them (code 22) in the Salesforce. Compare the resumes, if we have them in the system, simply do not title. If the most current resume is different than what we have in the Salesforce in terms of experience, title the resume and delete the code 22.
- Ones you are done with Titling, move them from your folder to the **Ready to SF Folder.**

Aerospace HIG	Electronics Sawmill	Manufacturing Sawmill, HIG, WynnChurch	Retail
Agriculture	Energy WynnChurch	Marketing	Reusable Packaging Sawmill
Apparel	Engineering	Media HIG	Semiconductors
Automotive Manufacturing	Entertainment and Gaming	Metal Treatment	Shipping
Aviation	Environmentals and Renewables	Mining	Social Media
Banking	Filtration Sawmill	Not for Profit	Software
Biotechnology	Financial Services	Oil and Gas HIG	Technology HIG
Building Materials Graham Partners, HIG	Food and Beverages	Packaging	Telecommunications
Business Products and Services Sawmill, WynnChurch	Government Services	Paper	Test & Measurement
Chemicals Sawmill	Healthcare HIG	Pharmaceuticals	Textiles
Commodities	Hotel / Hospitality	Plastics Sawmill	Tobacco
Communications	Industrial Automation	Power Electronics Sawmill	Transportation Sawmill, HIG, WynnChurch
Construction	Information Technology	Raw Materials	Utilities WynnChurch
Consumer Products and Services HIG	Insurance	Real Estate	Waste Management
Distribution / logistics Sawmill, HIG, WynnChurch	Lawn & Garden	Recreation	Wholesale
Education Services	Machinery	Restaurant	