

NOTE: The following is a sample representation of Redmond's capabilities. This is Not all inclusive. Please contact us for more details at: 920.854.6555.

Primary Industries Serviced:

Consulting, Consumer Goods, Hi-tech [Enterprise Software, Networking / Telecommunications, Semiconductor, Wireless], Manufacturing/Industrial, Medical Equipment, Pharmaceuticals.

Engineering

Primary Positions: Vice President, [Sr.] Director, [Sr.] Manager, Architect, Principal, Sr. Member Technical Staff [SMTS], Technical Lead, System Engineer.

A) Engineering [Software]: Enterprise Software [Business Intelligence, CRM, Database, Security, Service Management]; Telecom / Networking [Ethernet, NMS, VoIP – see Networking below] & Semiconductor.

Skills Assessment:

- 32 bit & 16 bit environments
- Bluetooth
- C++
- Distributed Software
- Embedded Real-time
- Firewall
- Firmware
- Handset Acoustics
- Installanywhere
- Installshield
- Intrusion Detection
- Java
- J2EE
- Kernel Level OS s/w engineers [Linux & Windows]
- Linux
- .NET Framework
- OMAP
- Perl
- Protocol Stack
- Release Engineering
- Security
- Service-Oriented Architecture (SOA)
- Speech [Name] Recognition
- SQA
- SQL
- WinCE
- WIN32 API

B) Engineering [Hardware]:

Skills Assessment:

- ASIC / FPGA Design
- Chip Architecture
- DRP Power Amplifier
- Ethernet PHY
- Firmware
- High Performance Linear
- Handset Reference Design
- Digital Signal Processors (DSP)
- BiCMOS, CMOS and Bipolar IC
- Flash [NVM] Design & Integration
- IC / Digital design - High-level Digital Design [Verilog, Synthesis, Place-and-Route, Verification]
- / Low-level Digital Design [Combinational Logic, State Machines, Gates]
- Analog Circuit Design [Data Converters, Voltage References, Amplifiers]
- Microcontrollers
- Mixed Signal Design
- OMAP
- Optical Design
- PCB board
- RFIC
- SOC
- Verification

C) Eng - [Networking & Assoc. Technologies]:

Skills Assessment:

- ATM
- CDMA
- EDGE
- Ethernet
- Frame Relay
- GPON
- GPRS
- MPLS
- Novell
- QoS
- SIP
- SNMP
- TCP/IP
- TDMA
- UMTS
- VoIP
- VPN
- WCDMA
- WiMax
- 3G

Sales

Primary Positions: Vice President, General Manager, [Sr.] Director, National Sales Management, Regional Sales Management, [Major/National/Strategic] Account Manager/Executive, Business Development:

Skills Assessment:

- Business Strategy
- Demand Generation
- Strong Negotiation Skills
- Quota Attainment
- New Business Development
- High Performance Sales Teams
- Execute Complex Sales Cycles with CXOs
- Marketing Program Development / Execution
- Maximizing Profit Per Customer / Optimal Sales Performance
- Mentoring and Professional Development
- Solutions Selling strategies [existing strategic named accounts / medium-sized accounts]
- [Industry / Vertical] Solution Sales [Value Selling] within Large Enterprise Accounts
- Value Propositions
- Pipeline Forecasting
- Pricing Strategies
- Quota Attainment

Marketing

Primary Positions: Chief Marketing Officer, Vice President, [Sr.] Director, Product / Brand /Marketing Management [Industry / Segment / Technical], Marketing Research, Marketing Communications, Public Relations, Database [Dashboard] Marketing.

Skills Assessment:

- Competitive Intelligence
- Market Introduction
- Market Segmentation
- Solution Deployments
- Product Lifecycle Marketing
- Product Positioning and Sales Tools
- Sales Force / Sales Operations Collaboration
- Mentoring and Professional Development
- Inbound/Outbound Marketing programs
- Strategic Marketing Relationships
- Opportunity Analysis
- Product Roadmaps
- P/L Experience
- Pricing

Primary Positions: Partner, Principal, Director, [Sr.] Manager, [Sr.] Consultants

Skills Assessment:

- Anti-Money laundering
- Audit
- Data Analytics
- E-Discovery
- Litigation & Forensic Accounting
- Valuation
- Assurance and Financial Advisory
- Dispute Analysis

Primary Positions: Chief Financial Officer, Controller, External / Internal Audit, Risk Management, Staff Accountants.

Skills Assessment:

- Risk Assessments
- Investor Relations
- Audit [Internal / External]
- Financial Reporting Guidance
- Mergers & Acquisitions
- Revenue Recognition / SOP [97-2]
- Assurance and Financial Advisory
- SEC filing and Compliance
- Sarbanes-Oxley
- Tax Strategy
- CPA

Accounting/ Finance