



# Sanford Rose Associates®

Manufacturing, Engineering  
& Supply Chain Management  
Executive Search

Finding people who make a  
difference®

Sanford Rose Associates is a premier international Executive Search firm committed to finding high-caliber executives, managers and professionals for our clients. Our practice specializes in the areas of manufacturing, operations, engineering and supply chain management.

## Our Commitment

Our commitment is to find the best possible people in the shortest time possible—taking full advantage of our network's global reach, extensive industry experience, proprietary Dimensional Search® process and commitment to client satisfaction.

## Global Reach

Sanford Rose Associates has been helping its client companies meet their organizational goals since 1959. Today, with over 65 offices in the Americas, Europe and Asia, we find and attract top talent from around the globe.

*“Our vision is to be the preferred provider of Manufacturing Executive Search by offering efficient and effective services that result in long-term relationships and unmatched levels of customer satisfaction.”*

Timothy T. Dannels, President



**Sanford Rose Associates®**

EXECUTIVE SEARCH

**Sanford Rose Associates  
Amarillo Area Office**

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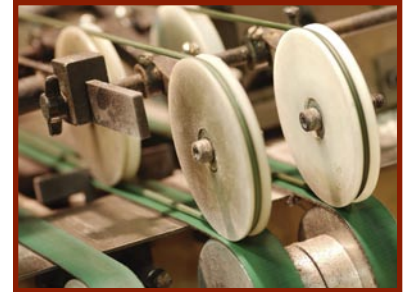
## Our value proposition

- Exclusive Manufacturing, Engineering and Supply Chain focus
- Unwavering commitment to client outcomes
- In-depth search process and state-of-the-art technology
- Global network with over 65 offices
- Highest level of integrity and confidentiality

*We openly recognize that a new, highly competitive era in human acquisition has dawned. We are fully prepared to help you find the right people for your organization—people who will help you compete and win in today's constantly changing and unforgiving global marketplace.*

## Our experience and expertise

- Executive and Senior Level Management
- Manufacturing and Operations
- Engineering
- Quality / ISO
- Supply Chain Management
- Six Sigma and Lean



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# Sanford Rose Associates®

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**Tim Dannels, President**

## Tim Dannels, M.B.A., CRE, CQE Sanford Rose Associates - Amarillo

Tim Dannels opened the Sanford Rose Associates-Amarillo office after an extensive career in the commercial manufacturing sector. He has 15 years of manufacturing management experience, as well as four years of active duty military experience.

Prior to joining Sanford Rose Associates, Tim was the Division Manager, Business Systems and Six Sigma for BWXT Pantex, a company responsible for the assembly, disassembly, maintenance and surveillance of the nation's nuclear weapons stockpile.

Before Tim was with BWXT Pantex, he was the Plant Manager for the largest operating site in the Composite Solutions Business division of Owens Corning Corporation. Prior to that he was a Business Team Manager for the security hardware group of the Black & Decker Company. Tim came up through the ranks at Frigidaire Home Products where he started out as a Process Engineer and quickly advanced to Product Line Manager for the ISO-certified Laundry Division of the Appliance Group. Tim started his career with the Newell Company as a Manufacturing Engineer.

In addition to his professional experience, Tim holds a Six Sigma Black Belt certification and is both a Certified Quality Engineer and a Certified Reliability Engineer through the American Society for Quality. He has held Top Security Clearances for both the Department of Defense and the Department of Energy. He belongs to the Institute of Industrial Engineers and the American Society for Quality and has served the past five years on the Governing Board of the United Way of Amarillo. Tim has been published professionally twice and his works are currently present in many college-level marketing text books.

Tim had four years of active duty military service as a Captain in the Ordnance Corps. He received a minor in Military Science from Iowa State University and proudly served in Operation Desert Storm as a logistics officer for a multi-functional support battalion.

Tim holds a BS degree in Industrial Engineering and an MBA, both from Iowa State University.



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# The critical search process

Search assignments begin once a partnership is established and both parties are committed to the search process

Research, target identification, cutting-edge technology, selling the opportunity, network, prospect calls, referrals, advanced e-cruiting

Managing candidate and client expectations, coach on counter offers, debriefs

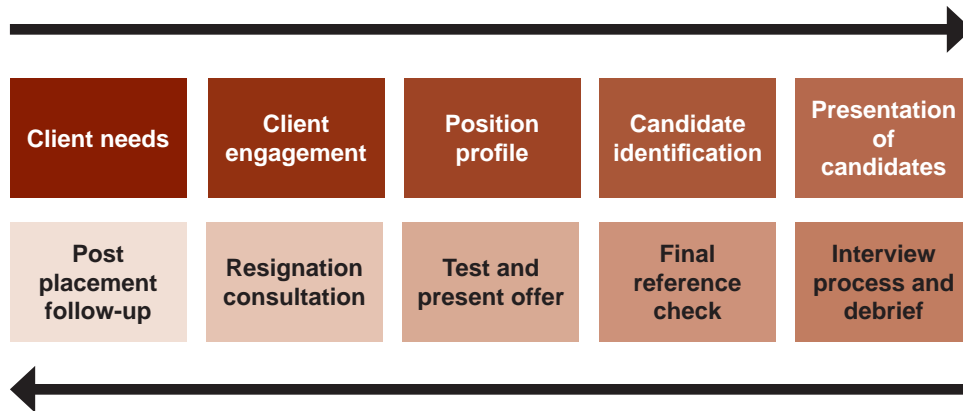


Conduct candidate profiling, surface potential issues, talk directly with family, create allies, conduct further profiling, references/degree

Prepare/coordinate interviews, pre/post debriefs with client/candidate, identify commitment, trial close, total compensation, confirm candidate motivations, sell the candidate

## Key elements to the process

We get results by following a proven process that is proprietary and unique



## Our objective

To increase organizational performance and provide services to our clients that will allow our partners to focus on growth and profitability

Timothy T. Dannels, President



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