



Candidates

Us

Company

Calgary 403.508.1000
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www.aboutstaffing.com



Enjoy the extra hour

Many of us are trying to look at our cups as half full rather than half empty.

As we try to strive for more, and we fill our cups, the cups just get bigger, and seemingly have no rim.

One of our biggest complaints in North America is that we don't have enough time — well, fortunately today we gain back that extra hour in the morning of daylight that we can put to good use! Everyone I know wishes they had more time to get things done, to catch up on work, to sleep, or have some "me" time — so is that one extra hour of daylight per day going to help?

Are the numbers relative?

Well, when you do the math, one extra hour of daylight a day adds up — that's seven hours a week or 30 hours a month and by the time the clocks go forward again, it adds up to 182 hours.

That's over one week of extra daylight hours!

So, it seems that numbers are relative. In the staffing industry, we hear about lots of different types of numbers. We see numbers about the minimum salary candidates will take, or feel they are worth, we hear about what number is offered as a salary, or how many weeks vacation are offered, or how many stock options are available, or even how many kms away from home the job is.

One thing is consistent though, it is never enough. There will never be enough money to retire comfortably on, or enough benefits offered in a job. And there will always be too many demands and too little time to get everything done.

We have become a society of not enough, no matter what and we choose to look at the glass as either half full or half empty, rather than full.

When prior generations would ask new associates what their number was, they were referring to their phone number!

Today, the numbers we want



Sharlene Massie
About Staffing

to know are more intimate, like what is your salary number, current or expected? What is your credit score?

Number of marriages/divorces, kids? Number of jobs in the last two years?

We even ask people how many glasses of water they drink every day! What is the right number?

People always ask me what number of employees I have.

Will we ever feel our numbers have filled our glass?

Perhaps for today, we have to be OK with that one extra hour of daylight per day and make the most of it!

Sharlene Massie is the CEO of About Staffing Ltd., a dynamic personnel agency specializing in direct-hire and temporary placements. Questions for Sharlene? Visit the About Staffing website at www.aboutstaffing.com, and click on the link under the Sun logo. This article may be reproduced or transmitted if done so in its entirety, including this copyright line: Copyright 2012, by About Staffing Ltd., all rights reserved.



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a bonus program. Hourly Staff are entitled to a company-matched group RRSP. Employees are also encouraged to take part in apprenticeship, educational assistance and professional development. Propak values work-life balance.

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| ✚ Structural Welders | ✚ Millwrights | ✚ General Labourers with Trade Experience |
| ✚ Millwrights | ✚ Instrumentation Tubers | |
| ✚ Crane Operators | ✚ Industrial Painters | |

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Propak supports employees who wish to enter an apprenticeship program in skilled trades...

OPPORTUNITY AWAITS YOU.

QMI SALES

IS NOW ACCEPTING APPLICATIONS FOR: NATIONAL SALES EXECUTIVE - PRINT

QMI's National Sales office is seeking a National Sales Executive - Print, based in Calgary. Reporting to the Director, Client Solutions - Western Canada, the successful candidate will generate advertising revenue by servicing clientele within an assigned, existing national territory and by prospecting and building relationships that result in new business development.

Responsibilities

- Understand client objectives and, in collaboration with product managers, contribute to marketing strategies and develop innovative media campaigns
- Be alert to changing needs and realities, develop proposals and multi-media packages for clients
- Drive revenue to meet or surpass revenue targets and objectives
- Prospect new accounts in assigned territory, undertake focused efforts in both business development and building / maintaining relationships with both new and existing clients
- Maintain contact and have regular meetings with clients and key agency partners
- Ensure sales targets are met through stringent monitoring and regular communication with decision-makers
- Maintain the quality and integrity of the Contact Management Database
- Manage process and procedures for tracking sales and accurate and timely invoicing
- Adhere to all corporate pricing, programs, packages and policies
- Prioritize tasks to optimize revenue-generating activities
- Work in conjunction with other QMI media reps and members of the QMSO team, to create innovative marketing programs and leverage all other relevant platforms with each client

Qualifications

- Minimum of 5 years of experience in print advertising (RCP inserts) and interactive marketing sales combined with existing, well established relationships in the media industry
- Superior communication (both written and verbal), negotiation, and interpersonal skills
- Works well in a fast-paced team environment, with a focused, detail orientation
- Exceptional presentation skills
- Strong knowledge of Microsoft Office suite of products
- College or university degree in business, marketing, communication, public relations would be an asset, but is not required
- Bilingualism (French and English, written and spoken) would be an asset, but is not required

Please forward letter of application and CV to the attn: GMI SALES

Director, Client Solutions - Western Canada
NSOExec@sunmedia.ca
no later than Monday, November 12, 2012.

QMI Sales

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Media

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