Spring 2017 Job Fair Notes

Good prospects for NCS majors include:

- Annese
  - big IT firm always looking for interns and new grads
  - See Service Intern job listing scanned in below

- PAR Tech
  - New Hartford company (Utica area) has both point-of-sale products for restaurant industry (cash registers, etc), but also Par Government which has contracts with AFRL, DoD, etc. like many other Rome companies
  - See listing of openings scanned below
  - Invited speaker to NCS Club on April 18 at 12:30.

- NYCM
  - Upstate insurance company has 120 in their IT department, 10 focusing on just cyber
  - Edmeston, NY

- Mohawk RIC
  - Centralized IT resource for many school districts in upstate NY
  - 3 openings in IT

- Raymond Corp
  - I recall they make fork lifts – big company with 1700 people in upstate NY
  - Has openings for IT people
  - See scanned card

- Civil Service
  - Oneida County

- Express
  - For temp assignments, but these can turn into a permanent hire!
  - They really need IT people

- CABVI
  - Utica non-profit has an opening for full-time IT technician
  - See posting scanned in below

- Optanix
  - IT management software
  - Cisco focus
  - Headquartered north of Syracuse
  - See postings scanned in below

- Day Automation
  - See posting for IT Net Technician scanned in below
  - See posting for Security Technician/Engineer scanned in below

- Verizon
  - Their security team is located in NYC
Human Resources Department

315-798-4939 P
315-272-2521 F
hr@adironddackbank.com

ADIRONDACK BANK
Bank Local
1-877-494-BANK • ADKBANK.COM

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Your North Star for Data Navigation
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linda@mohawkvalleygis.com
MohawkValleyGIS.com

Gene George
Recruiter
THE RAYMOND CORPORATION
PO. BOX 130, 22 SOUTH CANAL ST.
GREEENE, NY 13778-0130
GENE.GEORGE@RAYMONDCORP.COM

Cathy A. Beane, PHR, PRC
Senior Staffing Consultant
520 Seneca Street, Suite 103
Utica, NY 13502
cathy.beane@expresspros.com
www.expressmohawkvalley.com

Raymond

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Claudia Servadio-Coyne
Technical Services Manager
cservadio-coyne@moric.org

315-361-2569 • 866-487-MORIC • Fax 315-361-5595 • www.moric.org
4937 Spring Road • PO Box 168 • Verona, NY 13478-0168

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INSURANCE CAREERS For You...
We are always seeking to employ enthusiastic and energetic individuals who enjoy an environment that offers challenging and rewarding opportunities with a potential for rapid advancement and continued education.

- Full/Part Time Employment
- Seasonal Help
- Job Shadow
- Internship
We Have a History of Service for You.


Mr. Robinson's family, now in its fourth generation, continues to manage NYCM, providing the same service and security this company was built on over 100 years ago.

Our Commitment to you... for you!

NYCM provides Personal lines coverages, including Auto, Home and Umbrella insurance, exclusively in New York State. We believe in service with a personal touch. All NYCM employees live and work in New York State and are here, for you.

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1993 Central Plaza East
Edmeston, New York 13335-1899
800-234-6926

Rev. 03.12.14
The Mohawk Regional Information Center (MORIC) is one of 12 regional centers in New York State that provide instructional technology and technology support services to school districts. Our center serves 50 Upstate New York school districts and four regional BOCES centers, and our communities range from large and urban to small and rural. The work we do allows districts to focus on what's most important – educating students.

Our technology services meet a wide array of instructional, administrative and infrastructure needs in a cost-effective manner. We assist teachers and administrators with technology integration and best practices to support student learning. We offer a range of data analysis and warehouse services to help districts more effectively utilize assessment and instructional data. Our administrative support applications help districts with operations management. Our technical team maintains broadband and wireless access, telecommunication connections, servers, switches, email, and network filters for our entire service region.

3 openings
Application Process for Civil Service

Visit Oneida County’s website for a list of upcoming exams:
http://www.ocgov.net/oneida/personnel/csexam
Complete Civil Service Application (including Veterans Form)
Submit application with college transcripts (if required) to Oneida County for pre-approval by Personnel.
Application must also be submitted to the county to register for the exam.
Once exam is held and results have been processed, applicants will be placed on a list if a passing score has been achieved. Applicants on the list will be considered first for hiring.

GET YOUR FUTURE STARTED!

Please send your resume to Melissa Short, mshort@moric.org for consideration. A list of our current openings can be viewed on our website at www.moboces.org/employment
INFORMATION TECHNOLOGY

The world of information technology is always changing. From new programming languages and operating systems to evolving hardware and software, you need your employees to stay up to date so your company can remain ahead of the competition.

THE ESSENTIALS
Most IT positions have very precise requirements, but there are certain general skills that every candidate must possess, like:
- The ability to troubleshoot in a fast-paced environment
- The desire to keep up with current technology
- Experience overseeing projects to completion

BEYOND THE BASICS
The right candidate must have qualified knowledge and experience with the exact software, hardware, operating systems, or programming languages necessary for the job. And management skills are a must, whether it's experience with databases or leading a team.

TRUST THE EXPERTS
Express Employment Professionals has the resources and access to talent necessary to find the perfect professionals for a variety of Information Technology positions, including:
- Chief Information Officer
- Vice President of Information Technology
- Software Engineer
- Project Manager
- Network Administrator
- Database Administrator
- Internet Applications Developer
- Software Quality Assurance Engineer
- Data Analyst
- Technical Support Specialist
- Information Technology Manager

Contact Express today.

Demand for software developer positions is expected to increase as much as 30% by 2020.

Source: Bureau of Labor Statistics
Support and trouble shoot networks, workstations and other systems in use by the agency while maintaining the best possible reliability, security and protection of agency data.

**GENERAL REQUIREMENTS**
Requires a high level of professionalism, confidentiality, dependability, communication, planning, and organizational skills.

**KEY JOB ELEMENTS**
- Workstation troubleshooting, repair and maintenance.
- Assists in system implementation.
- Good understanding of phone / data communications
- Implement software updates approved by Director of IT Services.
- Occasionally assist with adaptive technology needs.
- Assists in maintenance of agency infrastructure.
- Keeps a high level of confidentiality.
- Stays up to date with new technology.
- Adapts to change and completes other duties as assigned by supervisor.

**COMMUNICATION SKILLS**
Must have ability to read, analyze, and interpret general periodicals, professional journals, and technical procedures. Must be able to write reports, business correspondence, and procedure manuals. Must have good interpersonal skills.

**COMPUTER/TECHNICAL SKILLS**
Must have expertise with all hardware and software being utilized by members of the agency. Must remain current in field, especially data security protection.

**EDUCATION and/or EXPERIENCE**
Bachelor's degree or equivalent education and/or certification computer / networking field.

CABVI is an Equal Employment Opportunity employer and welcomes all qualified applicants. Applicants will receive fair and impartial consideration without regard to race, sex, color, religion, national origin, age, disability, veteran status, genetic data, or religion or other legally protected status.
Full-time Information Technology Technician

Support and troubleshoot networks, workstations and other systems in use by the agency while maintaining the best possible reliability, security and protection of agency data.

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CABVI is an Equal Employment Opportunity employer and welcomes all qualified applicants. Applicants will receive fair and impartial consideration without regard to race, sex, color, religion, national origin, age, disability, veteran status, genetic data, or religion or other legally protected status.
Interested candidates please send completed resumes and applications to:

CABVI
507 Kent Street
Utica, NY 13501
Attention: Human Resources
CAREERS

Cloud Architect
Location: New Hartford, NY Department: Information Technology

Collection Analyst
Location: New Hartford, NY Department: Finance

Human Resources Analyst
Location: New Hartford, NY Department: Human Resources

Installation Planner
Location: New Hartford, NY Department: Planning

IT Project Manager
Location: New Hartford, NY Department: Information Technology

Logistics Analyst
Location: New Hartford, NY Department: Operations

Field Installation Engineer
Location: Charlotte, NC Department: Field Operations

Field Service Technician
Location: Phoenix, AZ Department: Field Operations

Intermediate Quality Assurance Analyst
Location: Markham, Canada Department: Quality Assurance

Senior Software Engineer
Location: Markham, Canada Department: BRINK POS Development

National Account Executive
Location: San Diego, CA Department: sales

Software Engineer
Location: San Diego, CA Department: BRINK POS Development

Sr. Technical Support (Sustaining Engineer)
Location: San Diego, CA Department: Customer Success

National Account Executive - Southeast Remote
Location: Orlando, FL Department: Sales

Senior Product Manager
Location: Boca Raton, FL Department: Strategy

Senior Software Engineer
Location: Boca Raton, FL Department: Software Engineering

Supply Chain Manager
Location: New Hartford, NY Department: Purchasing

www.parotech.com/careers
Optanix Company Overview

Why Optanix?

Optanix is the leader in predictable IT. We optimize the service delivery infrastructure of the world's most demanding organizations, maximizing the availability and performance of their mission-critical business services.

Our customers come from a wide range of industry verticals, service providers and public sector entities. They include eight of the largest global financial institutions, the world's largest networking company, the world's largest system integrator, US federal government agencies, and many others. We manage more than 1,000 customer IT environments distributed across 65 countries, including some of the world's largest enterprise data centers and networks, contact centers and unified communications infrastructure.

Our flagship is the Optanix Platform, a complete SaaS-based IT Operations Management (ITOM) solution, delivering integrated monitoring, event management, incident management, change management and problem management. With the Optanix Platform, organizations proactively detect and resolve 95% of service issues before their business is affected. We also offer a comprehensive set of IT management services that maximize the benefits that our customers receive from the Optanix Platform.

Optanix by the Numbers

<table>
<thead>
<tr>
<th>95% proactive incidents</th>
<th>91% first-time fix rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>100% faster time to repair</td>
<td>50% cost savings</td>
</tr>
<tr>
<td>2 million event rules</td>
<td>100,000x event reduction</td>
</tr>
<tr>
<td>50 billion events per year</td>
<td>65 countries</td>
</tr>
<tr>
<td>100s of customers</td>
<td>1,000+ environments managed</td>
</tr>
<tr>
<td>8 of the largest global financial institutions</td>
<td>350+ expert engineers</td>
</tr>
</tbody>
</table>
The Optanix Platform

The Optanix Platform is a complete SaaS-based ITOM solution. Its powerful multilevel automation capabilities and built-in intelligence drive down operational costs, while radically increasing business service availability and performance. Additionally, its modular architecture scales to the largest IT environments, adapting seamlessly to meet each customer’s unique operational needs.

Comprehensive Monitoring

The Optanix Platform provides a complete solution for monitoring mission-critical business services and infrastructure. Its patented snapshot monitoring technology dramatically reduces false alerts and delivers more reliable data for root cause analysis so that instances are resolved more quickly and accurately. The platform supports a rich set of IT technologies and can be extended to support any data source. It also integrates with other widely used monitoring tools, allowing IT organizations to leverage their existing monitoring investments.

Automated Root Cause Analysis

The Optanix Platform turns a deluge of events into a trickle of incidents. It automatically identifies the real reason for business service issues – reducing event volumes by up to 100,000 times. These unmatched capabilities are powered by Advanced Logic Automation (ALA) profiles – our patented intelligent rule sets and best practices for managing business services and IT technologies. ALA encompasses Optanix’s 16 years of experience managing hundreds of real customer environments – the equivalent of 2 million built-in event rules.

Automated Remediation

The Optanix Platform can automatically remediate business service issues – getting services back up and running in a fraction of the time it would take to do it manually. Its powerful orchestration engine can perform a wide range of automated remedial actions, such as resetting servers, restarting applications and reconfiguring devices. Support staff can trigger these actions, or the Optanix Platform can trigger them automatically – providing true zero-touch remediation.

Flexible Workflow Automation

The Optanix Platform supports configurable workflows, notifications and escalations, extensive collaboration features and more. This includes full ITIL incident management support – driving efficient, compliant processes that accelerate incident resolution, increase productivity, and enhance visibility. IT also benefits from Optanix’s structured ITIL change management processes, dramatically reducing the risk of change – the largest cause of business service issues.

Proactive Problem Management

The Optanix Platform automatically builds a unified management database containing comprehensive data about the IT environment and its operational history. Combined with our powerful reports and advanced analytics, this information gives customers the insights they need to identify problems and continuously improve their IT operations.
IT Management-as-a-Service

Optanix also offers a comprehensive suite of IT management services. These services maximize the value of the Optanix Platform and give customers the flexibility to fill skill gaps and drive down costs further through a co-managed approach.

Our services are delivered by our North American team of ITIL experts, which has an unmatched customer satisfaction record— including winning the Cisco Customer Satisfaction Excellence Award every year since 2013.

Incident Management-as-a-Service

We offer a complete and proactive 24x7 incident management and remediation service. This service can be tailored to meet specific customer needs, including engaging with onsite support staff and coordinating vendor support. Our support center is staffed by expert engineers with training and experience in IT infrastructure technologies and ITIL processes.

Problem Management-as-a-Service

We have a dedicated Problem Management Group that focuses on proactive problem prevention—making our customers' business services and service delivery infrastructure more predictable, stable and dependable. This group analyzes the rich set of historical data collected by the Optanix Platform and combines it with other relevant information—such as manufacturers' known-issue databases—to create an actionable, proactive set of recommendations that increase service availability and performance.

Change Management-as-a-Service

As part of our IT Management-as-a-Service, we can execute simple remote changes on your behalf, such as updating software versions or making configuration changes. Simply submit a request using the Optanix Platform’s integrated change management application, and we will execute the change. You will have full visibility of the change request status—including automated notifications as the change progresses.

Continuous Improvement

Optanix is revolutionizing the IT Management-as-a-Service market by applying the concept of Continuous Service Improvement to deliver improved and predictable business outcomes.

The industry has been deceived into relying only on legacy, provider-focused metrics, such as Mean Time to Repair and Mean Time to Notify. These metrics have a limited relationship to business outcomes. Optanix changes this paradigm. Instead of just focusing on legacy metrics, we have also implemented customer-focused, business-oriented measurements such as:

- **Proactiveness** – How often do we respond to issues before customers have to alert us?
- **First Time Fix** – How often do we resolve an incident so that it doesn’t reappear?
- **Operational Stability** – Do we reduce the number of incidents every week, month and year?
Patented Technology

Optanix invests heavily in research and development. Our advanced technology has been awarded eight US patents in areas including:

- Decision engine techniques using parent/child relationships
- Virtual state machine techniques
- Root cause analysis verification techniques
- Network, systems and application representation techniques
- Trouble ticket creation and notification techniques

Supported Systems

The Optanix Platform provides comprehensive monitoring and root cause analysis for a wide range of technologies, including collaboration systems, enterprise networks and data centers.

**Collaboration:** We manage some of the largest collaboration environments in the world – delivering best-in-class management of Cisco Unified Contact Center (UCC), Cisco® Unified Communications (UC) and Cisco TelePresence™.

**Data Centers and Enterprise Networks:** Optanix delivers extensive support for enterprise networks, supporting vendors that include Cisco, Juniper, F5, EMC, NetApp and many others.

**Applications:** The Optanix Platform provides full support for synthetic transactions, monitoring the user experience for mission-critical applications.

About Optanix

Optanix is leading the advancement of predictable IT in today's hyper-competitive digital economy – where predictable service delivery has never been more vital. Optanix offers a patented approach to proactively optimizing the service delivery infrastructure behind critical business services so IT organizations can filter out the noise, focus on what matters, and drive operational success – ensuring the highest levels of reliability, security, and availability. The Optanix Platform accelerates root cause through an average 100,000:1 reduction in events, generates a 50% reduction in remediation times and enables first-time fix rates of over 90%.

Hundreds of customers including the world's top financial institutions, media and technology companies, and agencies of the federal government rely on Optanix's proven platform and related services. The battle-tested Optanix Platform, powered by Advanced Logic Automation, and full suite of accompanying services are delivered through industry-leading channel partners, who benefit from our turnkey solutions and extensive IT automation experience.
Optanix is leading the advancement of predictable IT in today’s hyper-competitive digital economy – where predictable service delivery has never been more vital. From our headquarters north of Syracuse, we provide support services and management software that power the largest companies and most advanced Cisco networks in the world.

We’re growing fast and have immediate openings for:

- Level 1 Triage Engineers
- Entry Level Software Support Engineers
- MIS Desktop Engineer

Work with the latest network & communication technology

Competitive compensation ♦ Advancement potential ♦ Certification opportunities

Job training ♦ Flexible hours

For more information on current openings and to apply online: www.optanix.com/careers

Contact info:
Corinne Bingham
Talent Acquisition Specialist
315-414-2115
corinne.bingham@optanix.com
IT Network Technician
Access Controls, Video Surveillance and HVAC Systems

Position Description:

Set-up and Configure Server and Client with pre-built and support applications to Microsoft Server and Workstation Operating Systems based hardware.

Typical Duties:

Daily responsibilities include:
- Setup and configure Server and Client desktop applications on Microsoft Server and Workstation operating systems.
- Work with application specialists to assist in supporting Enterprise Server software such as Microsoft SQL, as well as various client-side desktop applications such as Microsoft Office and AutoCAD.
- Troubleshoot and resolve email, VPN, wireless, and other day to day LAN and WAN issues.
- Produce documentation for use by both end users as well as other Day Automation IT personnel.
- Support troubleshooting; required in both hands on as well as phone support scenarios for Day Automation field and branch office personnel.

Work in conjunction with Project Managers and other company departments in the support of the following project requirements:

Project meetings
Rack Fabrication
System Software
System Installation
Operation and Maintenance Manuals
System Start-up

Related Curriculum:

Knowledge of Microsoft systems, including OS platforms, SQL and IIS required. An Associates degree or greater in relevant field and MCSE, A+ or other industry certification is extremely helpful. Experience in Microsoft Client / Server Networks, Windows file and print services, Active Directory, Ethernet LAN, LAN/WAN, VPN and Wireless Networks.

Requirements:

Reliable transportation and a valid NYS driver’s license required as the position involves daily travel throughout Upstate New York. Possessing excellent organizational, writing, troubleshooting, and interpersonal skills for interaction with a variety of customers, vendors and other employees a must.

Contact: Human Resources
Day Automation Systems, Inc.
7931 Rae Blvd
Victor, NY 14564
Fax (585) 924-4698
Email: employment@dayautomation.com

Job Status: Full-time
Work Days:: Monday - Friday
Work Hours: 7:00 AM – 3:30 PM
Location: Victor, Syracuse, Elmira, Albany, New Paltz
Benefits: 401k and health, others
Salary: Commensurate w/ Experience
Security Technician/Engineer
Access Control, Video Surveillance Systems

Position Description:
The Security Technician performs the Commissioning, Service and Maintenance of our customer's facility security equipment that includes card access, video surveillance, CCTV, video management systems, alarm and related components.

Typical Duties:
The Security Field Technician is responsible for the daily troubleshooting, on-site service and installation of security related equipment. The technician reports directly to the Security Operations Manager. The position is full time and includes on-call duties consisting of:

- Commissioning and programming of commercial level security systems
- Direct daily interaction and hands-on service to our customers
- Troubleshoot service issues both remotely or on-site
- Work efficiently to solve service issues
- Work with service dispatch for assistance, equipment or additional support
- Provide basic customer training
- Provide quality customer care and satisfaction

Desired Skills and Experience:

- Industry experience or related field of study preferred
- Experience or certification with video surveillance equipment
- Cisco Physical Security systems experience a plus
- Access control and intrusion detection systems
- Low voltage systems experience
- Desire to maintain or obtain industry certifications and licenses
- Computer networking knowledge (LAN/WAN)
- Dependable and a problem solver
- Willingness and ability to climb a ladder, handle equipment and tools
- Possess a sense of urgency

Other Requirements:
Reliable transportation and a valid NYS driver's license required as the position requires daily travel throughout New York State. A clean criminal and driving record and the ability to pass a background check imperative. You must possess excellent organizational, writing, troubleshooting, and interpersonal skills for interaction with a variety of customers, vendors and DaySecurity employees.

Contact: Human Resources
Day Automation Systems, Inc.
7931 Rae Blvd
Victor, NY 14564
Fax (585) 924-4698
Email: employment@dayautomation.com

Job Status: Full-time
Work Days: Monday - Friday
Work Hours: 7:00 AM - 3:30 PM
Location: Multiple Locations
Benefits: 401k, Health, Dental and others
Salary: Commensurate w/ Experience
Job Description

Service Intern

Reports To: Director of Data Center Virtualization
FLSA Exemption: Non-Exempt
Effective Date: Summer Months (May-August)
Location: Rochester/Clifton Park/Brewster

Summary

A Service Intern shadows and assists Service Employees. Roles will be outlined in more detail, as jobs are received throughout the summer, and as directed by manager/mentor. The role requires a general understanding of Infrastructure, Data Center, and Collaboration elements, with strong communication skills. This individual will work in a fast-paced environment, should be able to handle multiple projects simultaneously, and should have initiative and drive to expand responsibilities. This individual should possess a keen understanding of workplace etiquette, with good business acumen.

Essential Responsibilities/Accountabilities

- Understand and learn about Annese as a whole
- Learn and support strategies for the way that Annese employees perform their day-to-day roles
- Learn and focus on gaining a better understanding of technical skills
  
  Develop problem solving and decision making skills: Students will practice and test their knowledge by configuring and troubleshooting networks in real settings as well as self-study.
  Develop creative and critical thinking: Students will understand the how and why of networking by combining hands-on learning with conceptual and analytical exercises.
  Develop collaboration, communication, and negotiation: Students acquire individual and teamwork skills by performing exercises and practicing problem solving within business scenarios.
  Intellectual curiosity and information handling: Students develop the ability to locate, select, structure, and evaluate information.

- Strong verbal, written communication skills are desired.
- Must have a valid driver’s license
- This position requires a basic understanding of MS Office particularly PPT, WORD and EXCEL.
- This position requires a basic understanding/familiarity with the knowledge and background of collegiate courses that involve IT Essentials, OSI & Sub-netting, Cisco CCNA (Cisco Certified Networking Associate), CCNA Security, and/or the more advanced Cisco CCNP (Cisco Certified Networking Professional).