



# The Buzz

April 2013

The Buzz is a monthly newsletter from Workforce Solutions- Employer Service Division and is issued to provide local labor market information that is timely and meaningful to our partners in the Gulf Coast region.

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Your feed back along with any questions you might have can be directed to  
[leonard.torres@wrksolutions.com](mailto:leonard.torres@wrksolutions.com)

## DO YOUR BEST TO GIVE CUSTOMERS WHAT THEY WANT!

Every person you come into contact with, regardless of position at Workforce Solutions, is a customer. Whether someone is an employer, a visitor to the career office, a job seeker looking for work or someone calling your office phone; they are a customer. Customers are important people and vital to our very existence; they drive our business.

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**Have a perfect candidate.....**  
**.....but unsure of how to market their skills?**  
**Transitioning Occupations may be your answer**

As a 12H Construction Engineering Supervisor (Army - Enlisted) your experience, knowledge, and ability are valuable skills to other industries and occupations and can be used to fill openings such as:

- Engineering Technician - Automation and Controls
- Plant Engineer

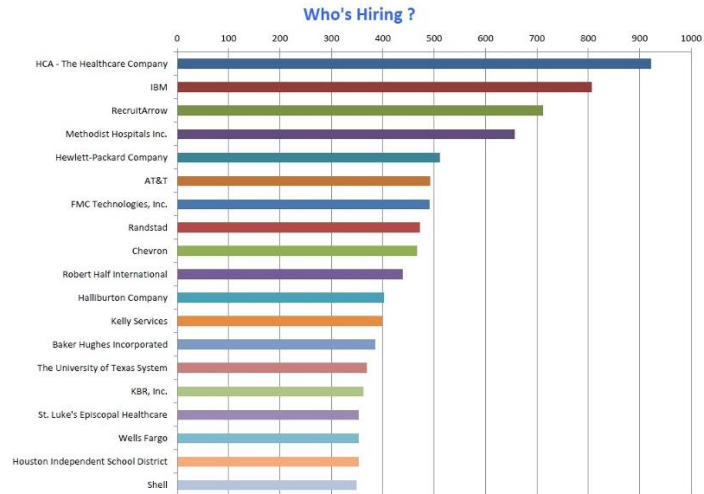
*I Am Workforce Solutions*

- Construction General Labor
- Cable TV Installer/Technician
- Electrical & Maintenance Manager

Help your Veteran customers "Rebrand Their Skills" for a new job in an industry that is hiring. Go to [www.wrksolutions.com](http://www.wrksolutions.com) to find a workshop convenient to your customer.

[Click here for more](#)

## Who's Hiring



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## Local LMI You Can Use

Did you know that Pearland ranks **FIRST** among Texas cities in retail growth for the third consecutive year, based on annual retail sales growth rate for the five years between 2006 and 2011? Other local cities with percentage of growth in the top 50...

- |                      |      |
|----------------------|------|
| 1. Pearland at #1    | 9.2% |
| 2. Houston at #10    | 4.1% |
| 3. Sugar Land at #27 | 2.6% |
| 4. Pasadena at #28   | 2.3% |
| 5. Conroe at #35     | 1.3% |
| 6. Baytown at #36    | 1.2% |

Retail sales workers and sales supervisor jobs are in high demand in the Gulf Coast Region along with Registered Nurses, Industrial Engineers, Computer Analysts, and Accountants. There are over 2600 jobs being advertised in the region for the retail positions. In WorkInTexas.com there are 388 openings for retail sales workers and retail sales supervisors.

## Recruiter's Corner

*I use my customer's perspective to guide my work*

*To my customer,  
I AM Workforce Solutions*

*I understand the resources  
available throughout our  
system, and I am able to access  
those resources as  
necessary to meet my  
customer's wants and needs*

## 7 Ways an Employee Can Make a Splash their First Day on the Job

As recruiters we are all about preparation. We prepare the candidates resume. We prepare the candidate for the interview. We even prepare them for an elevator speech so they can market themselves on the way to the interview. But what happens once they get a job? The first day on the job can often set the tone for one's career within a new organization. The following tips are 7 things a newly employed individual should do to make a splash on their first day.

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### Golden Gems

Here is a strategy using data from our system that will help you get the most results for your time. The following chart lists employers that are brand new customers posting a job with Workforce Solutions for the first time, and as such, they present several opportunities we should take advantage of to help give employers what they need and put people to work.

Month	# of 1 <sup>st</sup> Time Users
October 2012	336
November 2012	330
December 2012	272
January 2013	435
February 2013	484
March 2013	360

Some of these companies are:

- Dean's Professional Services
- Piney Shores Resort
- Occidental Oil and Gas Corp
- Mustang Cat
- Methodist Sugarland Hospital

You can find out who the rest are each day by using the Real Time LMI Trends Report. If you're not familiar with this report check with your local ESD Business Consultant or contact [tammlyn.alexander@wrksolutions.com](mailto:tammlyn.alexander@wrksolutions.com). The new customers are identified on that report for your convenience when you follow up with your customers. Listen to what they want and need.

*I can always help my  
customer-even when I have  
to say "no"*

respond with the top qualified candidates they are looking for, Wow them with your customer service, and document your success. Everybody wins!

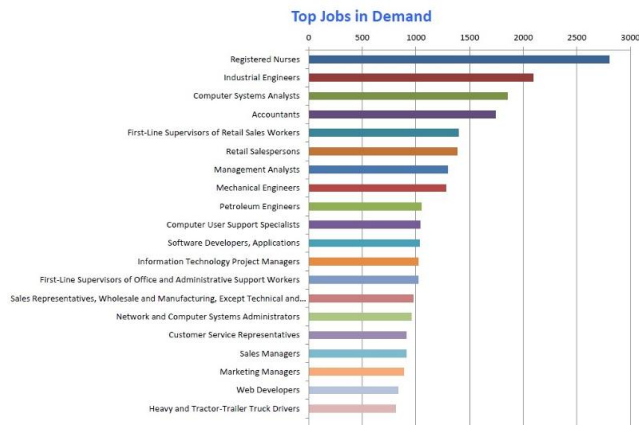
## Houston's Got Talent

**Take a Look at the fabulous talent we have in our database. There is definitely an employer looking for them!**

**Accountant** with supervisory experience seeks a leadership position in the financial field. He has a wide variety of experience including tax preparation, auditing, and reconciliation. Has reviewed, verified, and approved A/P requests according to Federal Grant Regulations. Coordinated payment of vendors; analyzed circumstantial evidence for the possibility of fraud; compiled and assembled supporting documentation for transmittal to funding source for reimbursement; approved reimbursement of payroll and operations expenses of outside agencies. Reconciled general ledger accounts, entered new and adjusted journal entries, audited petty cash and operated cash registers, reconciled and implemented corrections of city sub-system cash receipts to general ledger. Contact Jason Steele at [jason.steele@wrksolutions.com](mailto:jason.steele@wrksolutions.com) and ask about employee code FCJL65

[There is more click here](#)

## What The Labor Market Wants....



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**Another Look At What The Labor Market  
Wants.....**

*My mistakes are my  
opportunity to learn and  
gain a better understanding  
of how to help my  
customer*

[wrksolutions.com](http://wrksolutions.com)

Industry Sectors That Are Hiring The Most



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