



Regional Business Strategy



- ▶ 12/9/14 Initial meeting at the Fall River OED with a team of 5 Amazon representatives led by Mike Grella, Vice President of Economic Development at Amazon.
- ▶ In addition to the WIB Executive Director, DCS Director and Career Center Director, present were representatives from Bristol Community College, SER–Jobs for Progress (local CBO), and MOBD.



GOAL January 2016 to September 2016:

- ▶ Fill 500 Full Time Fulfillment Associate Positions
- ▶ Fill Lead Fulfillment Associate Positions
- ▶ Help in recruiting for Support Positions (HR, IT, Safety, etc.)
- ▶ Establish business relationship for additional needed job orders



Regional Business Strategy:

- ▶ Use proven Industry Briefing Model to connect Employer with Job Seekers
 - (model used for Stop&Shop, Plainridge Casino, Andersen Windows)
- ▶ Use Career Center Regional approach for information and computer access for application processes
 - Fall River, New Bedford, Quincy, Plymouth, Brockton, Norwood, Framingham
 - Taunton, Attleboro, Network RI, Workforce Partnership RI



Results to date 12/21/16:

- ▶ Amazon filling over 1 000 Full Time Fulfillment Associate Positions
- ▶ Amazon filling 80–100 Full Time LEAD–Fulfillment Associate Positions
- ▶ Amazon to continue to use Career Center System for future hiring needs



Results: Companies Using Career Center to Fill Positions at Amazon:

- ▶ G4S Security Solutions – Security Guards
 - 33 hires
- ▶ C&W Services – Maintenance Positions
 - 18 hires
- ▶ Harvard Services – Janitorial Positions
 - 55 hires
- ▶ Integrity Staffing – Seasonal Hires
 - 400 hires



Use of Job Titles Report :

- ▶ The purpose of the Job Titles Report is to better serve Job Seekers & Employers
- ▶ It is created monthly (5 Months of Data)
- ▶ There are 3 reports that are run; one for each area(Attleboro, Taunton & Fall River)
- ▶ Used to contact potential candidates for openings