

Job Posting Analytics

Lightcast Q3 2024 Data Set

September 2024

Workforce Alliance of the North Bay



P.O. Box 247
Napa, California 94559
707-699-1947

Parameters

Select Timeframe: Mar 2024 - Aug 2024

Regions:

Code	Description
6055	Napa County, CA

Minimum Experience Required: Any

Advertised Salary: Include all postings regardless

Education Level: Any

Job Type: Include Internships

Keyword Search:

Posting Type: Newly Posted

Job Postings Overview

10,133

Unique Postings
24,644 Total Postings

1,749

Employers Competing
1,749 Total Employers

22 Days

Median Posting Duration
Regional Average: 22 Days

2 : 1

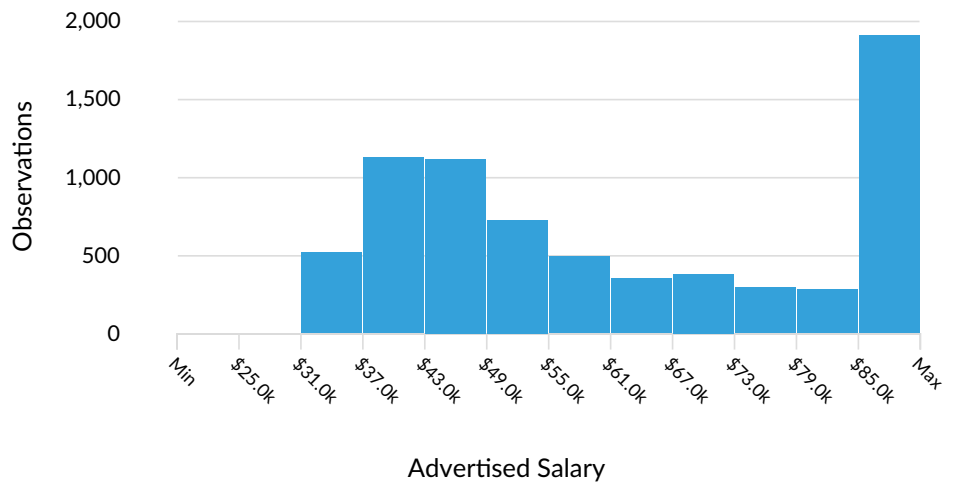
Posting Intensity
Regional Average: 2 : 1

Advertised Salary

There are 7,174 advertised salary observations (71% of the 10,133 matching postings).

\$56.2K

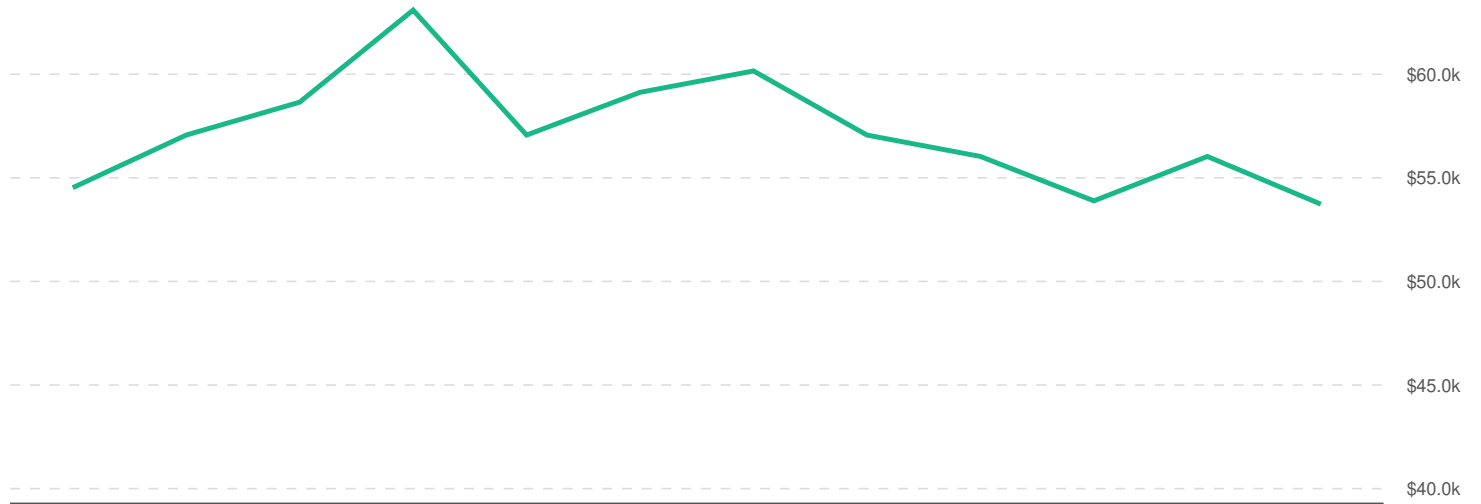
Median Advertised Salary



Advertised Wage Trend

▼ 1.4% Sep 2023 - Aug 2024

\$57.2k Median



13,615 Job Postings



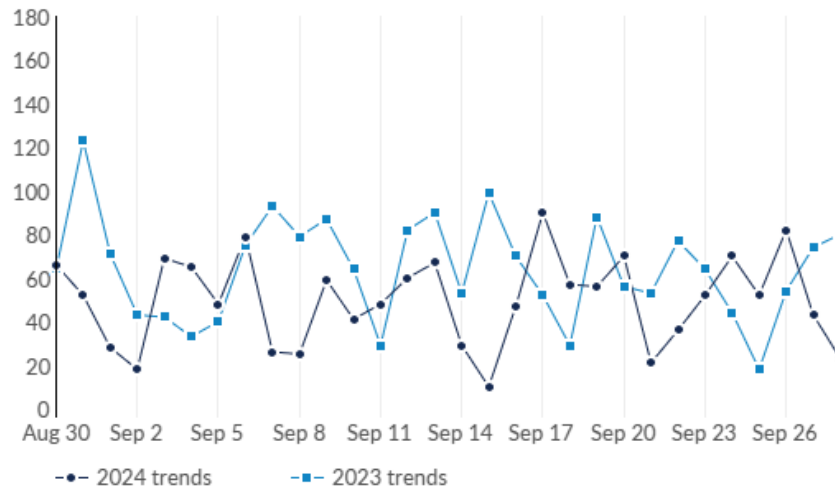
Job Postings Regional Breakdown



County	Unique Postings (Mar 2024 - Aug 2024)
Napa County, CA	10,133

Unique Postings Trend

This view displays the most recent 30 days of job postings activity to show near-term trends. It does not reflect your timeframe.



Day	Unique Postings	Last Year's Unique Postings	% Change
August 30, 2024	66	64	+3.1%
August 31, 2024	52	123	-57.7%
September 1, 2024	28	71	-60.6%
September 2, 2024	18	43	-58.1%
September 3, 2024	69	42	+64.3%
September 4, 2024	65	33	+97.0%
September 5, 2024	48	40	+20.0%
September 6, 2024	79	75	+5.3%
September 7, 2024	26	93	-72.0%
September 8, 2024	25	79	-68.4%
September 9, 2024	59	87	-32.2%
September 10, 2024	41	64	-35.9%
September 11, 2024	48	29	+65.5%
September 12, 2024	60	82	-26.8%
September 13, 2024	67	90	-25.6%
September 14, 2024	29	53	-45.3%
September 15, 2024	10	99	-89.9%
September 16, 2024	47	70	-32.9%

September 17, 2024	90	52	+73.1%
September 18, 2024	57	29	+96.6%
September 19, 2024	56	88	-36.4%
September 20, 2024	70	56	+25.0%
September 21, 2024	21	53	-60.4%
September 22, 2024	36	77	-53.2%
September 23, 2024	52	64	-18.8%
September 24, 2024	70	44	+59.1%
September 25, 2024	52	18	+188.9%
September 26, 2024	82	54	+51.9%
September 27, 2024	43	74	-41.9%
September 28, 2024	23	80	-71.3%

Education Breakdown

Education Level	Unique Postings	% of Total
No Education Listed	5,800	57%
High school or GED	2,315	23%
Associate's degree	668	7%
Bachelor's degree	1,781	18%
Master's degree	446	4%
Ph.D. or professional degree	163	2%

Minimum Education Breakdown

Minimum Education Level	Unique Postings (minimum)	Unique Postings (max advertised)	% of Total (minimum)
High school or GED	2,315	0	23%
Associate's degree	434	181	4%
Bachelor's degree	1,275	465	13%
Master's degree	212	216	2%
Ph.D. or professional degree	97	66	1%

Experience Breakdown

Minimum Experience	Unique Postings	% of Total
No Experience Listed	5,978	59%
0 - 1 Years	1,677	17%
2 - 3 Years	1,655	16%
4 - 6 Years	657	6%
7 - 9 Years	100	1%
10+ Years	66	1%

Top Companies Posting

	Total/Unique (Mar 2024 - Aug 2024)	Posting Intensity	Median Posting Duration
Napa Valley Unified School District	828 / 323	3 : 1	19 days
Providence	1,135 / 209	5 : 1	20 days
Adventist Health	457 / 177	3 : 1	19 days
Auberge Resorts	166 / 130	1 : 1	30 days
State of California	171 / 129	1 : 1	14 days
NAPA Auto Parts	253 / 110	2 : 1	24 days
Aerotek	183 / 105	2 : 1	17 days
Treasury Wine Estates	265 / 104	3 : 1	27 days
Aimbridge Hospitality	234 / 81	3 : 1	25 days
Bear	150 / 74	2 : 1	27 days

Top Cities Posting











City	Total/Unique (Mar 2024 - Aug 2024)	Posting Intensity	Median Posting Duration
Napa, CA	15,874 / 6,371	2 : 1	23 days
American Canyon, CA	2,144 / 928	2 : 1	19 days
Saint Helena, CA	2,028 / 847	2 : 1	22 days
St. Helena, CA	1,477 / 523	3 : 1	18 days
Calistoga, CA	1,095 / 514	2 : 1	20 days
Yountville, CA	1,018 / 409	2 : 1	25 days
Rutherford, CA	253 / 139	2 : 1	26 days
Oakville, CA	241 / 125	2 : 1	28 days
Angwin, CA	111 / 72	2 : 1	29 days
Deer Park, CA	61 / 48	1 : 1	17 days

Top Posted Occupations





	Total/Unique (Mar 2024 - Aug 2024)	Posting Intensity	Median Posting Duration
Registered Nurses	2,518 / 686	4 : 1	17 days
Retail Salespersons	855 / 294	3 : 1	21 days
Waiters and Waitresses	527 / 251	2 : 1	25 days
First-Line Supervisors of Retail Sales Workers	619 / 210	3 : 1	32 days
Hotel, Motel, and Resort Desk Clerks	499 / 173	3 : 1	20 days
Bartenders	353 / 169	2 : 1	30 days
Food Service Managers	367 / 167	2 : 1	29 days
Home Health and Personal Care Aides	615 / 162	4 : 1	23 days
Maids and Housekeeping Cleaners	331 / 145	2 : 1	23 days
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	317 / 137	2 : 1	24 days
Customer Service Representatives	369 / 136	3 : 1	21 days
Maintenance and Repair Workers, General	325 / 126	3 : 1	30 days
Magnetic Resonance Imaging Technologists	307 / 124	2 : 1	19 days
First-Line Supervisors of Office and Administrative Support Workers	250 / 123	2 : 1	26 days
General and Operations Managers	294 / 121	2 : 1	23 days
First-Line Supervisors of Food Preparation and Serving Workers	273 / 116	2 : 1	30 days
Fast Food and Counter Workers	310 / 112	3 : 1	26 days
Hosts and Hostesses, Restaurant, Lounge, and Coffee Shop	197 / 102	2 : 1	30 days
Coaches and Scouts	189 / 98	2 : 1	29 days
Production Workers, All Other	194 / 93	2 : 1	23 days
Dining Room and Cafeteria Attendants and Bartender Helpers	196 / 92	2 : 1	23 days
Chefs and Head Cooks	162 / 90	2 : 1	29 days
Medical and Health Services Managers	223 / 89	3 : 1	22 days
Financial Managers	196 / 87	2 : 1	19 days
Surgical Technologists	217 / 85	3 : 1	21 days
Bookkeeping, Accounting, and Auditing Clerks	141 / 79	2 : 1	17 days
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	176 / 77	2 : 1	20 days
Secondary School Teachers, Except Special and Career/Technical Education	174 / 74	2 : 1	20 days

Concierges	158 / 72	2 : 1		29 days
Laborers and Freight, Stock, and Material Movers, Hand	156 / 72	2 : 1		17 days
Cooks, Restaurant	128 / 68	2 : 1		29 days
Sales Managers	171 / 67	3 : 1		33 days
Security Guards	147 / 65	2 : 1		21 days
Teaching Assistants, Except Postsecondary	151 / 63	2 : 1		21 days
Merchandise Displayers and Window Trimmers	165 / 62	3 : 1		23 days
Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel	147 / 62	2 : 1		17 days
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	181 / 60	3 : 1		24 days
Human Resources Specialists	126 / 59	2 : 1		24 days
Physical Therapists	97 / 53	2 : 1		15 days
Accountants and Auditors	80 / 51	2 : 1		22 days
Cashiers	139 / 51	3 : 1		18 days
Counselors, All Other	110 / 50	2 : 1		22 days
Occupational Therapists	100 / 48	2 : 1		18 days
Nursing Assistants	135 / 48	3 : 1		20 days
Dishwashers	127 / 48	3 : 1		25 days
Elementary School Teachers, Except Special Education	104 / 47	2 : 1		21 days
Receptionists and Information Clerks	93 / 47	2 : 1		16 days
Heavy and Tractor-Trailer Truck Drivers	118 / 47	3 : 1		16 days
Food Scientists and Technologists	91 / 45	2 : 1		29 days
Speech-Language Pathologists	102 / 44	2 : 1		16 days

Top Posted Occupations











Occupation (O*NET)	Total/Unique (Mar 2024 - Aug 2024)	Posting Intensity	Median Posting Duration
Registered Nurses	2,030 / 576	4 : 1 	17 days
Retail Salespersons	855 / 294	3 : 1 	21 days
Waiters and Waitresses	527 / 251	2 : 1 	25 days
First-Line Supervisors of Retail Sales Workers	619 / 210	3 : 1 	32 days
Hotel, Motel, and Resort Desk Clerks	499 / 173	3 : 1 	20 days
Bartenders	353 / 169	2 : 1 	30 days
Food Service Managers	367 / 167	2 : 1 	29 days
Maids and Housekeeping Cleaners	331 / 145	2 : 1 	23 days
Personal Care Aides	557 / 143	4 : 1 	23 days
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	317 / 137	2 : 1 	24 days

Top Posted Occupations










Occupation	Total/Unique (Mar 2024 - Aug 2024)	Posting Intensity	Median Posting Duration
Registered Nurse	2,409 / 654	4 : 1 	17 days
Retail Sales Associate	858 / 295	3 : 1 	21 days
Waiter / Waitress	608 / 292	2 : 1 	25 days
Retail Store Manager / Supervisor	668 / 232	3 : 1 	30 days
Bartender	353 / 169	2 : 1 	30 days
Restaurant / Food Service Manager	363 / 166	2 : 1 	29 days
Office / Administrative Assistant	361 / 156	2 : 1 	23 days
Maid / Housekeeping Staff	335 / 147	2 : 1 	23 days
Caregiver / Personal Care Aide	557 / 143	4 : 1 	23 days
Hotel Desk Clerk	399 / 138	3 : 1 	20 days
Customer Service Representative	369 / 136	3 : 1 	21 days
MRI / CT Technician / Technologist	307 / 124	2 : 1 	19 days
Sales Representative	338 / 123	3 : 1 	21 days
Physician	241 / 119	2 : 1 	25 days
Building and General Maintenance Technician	279 / 118	2 : 1 	31 days
Restaurant / Food Service Supervisor	273 / 116	2 : 1 	30 days
Host / Hostess	197 / 102	2 : 1 	30 days
Cook	174 / 100	2 : 1 	32 days
Coach	189 / 98	2 : 1 	29 days
Busser / Banquet Worker / Cafeteria Attendant	196 / 92	2 : 1 	23 days
Chef	162 / 90	2 : 1 	29 days
Surgical Technician / Technologist	217 / 85	3 : 1 	21 days
Production Worker	178 / 84	2 : 1 	23 days
Bookkeeper / Accounting Clerk	149 / 80	2 : 1 	17 days
Janitor / Cleaner	176 / 77	2 : 1 	20 days

Security Officer	164 / 73	2 : 1		21 days
Concierge	158 / 72	2 : 1		29 days
Laborer / Warehouse Worker	148 / 69	2 : 1		17 days
Business Development / Sales Manager	174 / 67	3 : 1		33 days
Psychologist	127 / 66	2 : 1		16 days
Operations Manager / Supervisor	162 / 65	2 : 1		23 days
Teacher Assistant	151 / 63	2 : 1		21 days
Healthcare Administrator	128 / 59	2 : 1		22 days
Receptionist	116 / 58	2 : 1		16 days
Merchandiser	150 / 57	3 : 1		25 days
Fast Food / Counter Worker	158 / 56	3 : 1		19 days
Cashier	140 / 52	3 : 1		18 days
Physical Therapist	87 / 48	2 : 1		14 days
Dishwasher	127 / 48	3 : 1		25 days
Landscaping / Groundskeeping Worker	93 / 47	2 : 1		21 days
Barista	132 / 47	3 : 1		28 days
Tractor-Trailer Truck Driver	118 / 47	3 : 1		16 days
Forklift / Pallet Jack Operator	83 / 46	2 : 1		15 days
Elementary School Teacher	101 / 46	2 : 1		21 days
Occupational Therapist	98 / 46	2 : 1		18 days
Nursing Assistant	114 / 44	3 : 1		17 days
Speech Language Pathologist	101 / 43	2 : 1		16 days
Dental Assistant	97 / 43	2 : 1		26 days
Social / Human Services Specialist	96 / 42	2 : 1		25 days
Customer Service Manager	91 / 42	2 : 1		33 days

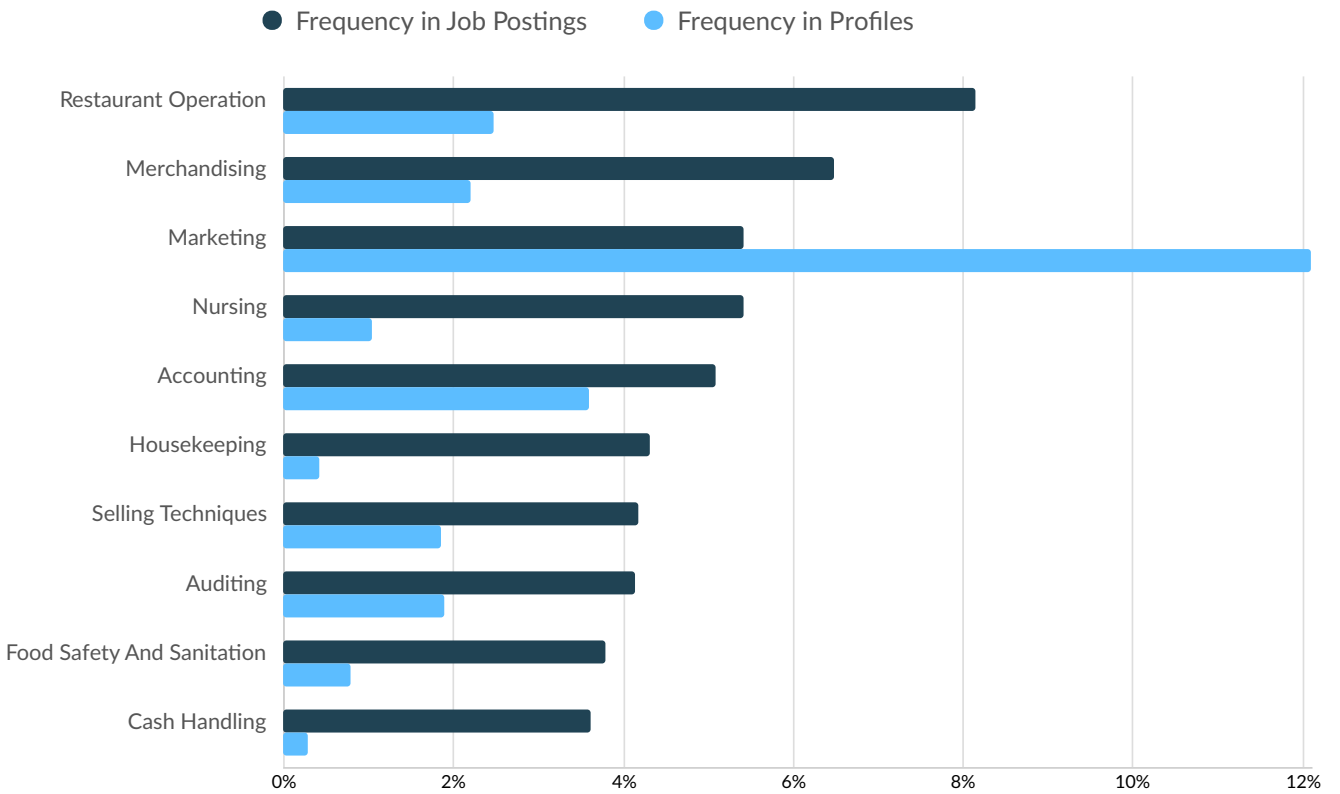
Top Posted Job Titles

	Total/Unique (Mar 2024 - Aug 2024)	Posting Intensity	Median Posting Duration
Tasting Room Associates	147 / 59	2 : 1 	32 days
Sales Associates	161 / 58	3 : 1 	16 days
Bartenders	121 / 57	2 : 1 	18 days
Maintenance Technicians	136 / 54	3 : 1 	25 days
Servers	111 / 51	2 : 1 	28 days
Travel MRI Technicians	81 / 41	2 : 1 	19 days
Caregivers	135 / 35	4 : 1 	22 days
Retail Merchandisers	80 / 34	2 : 1 	32 days
School Psychologists	58 / 34	2 : 1 	16 days
Wine Educators	75 / 33	2 : 1 	35 days

Top Industries

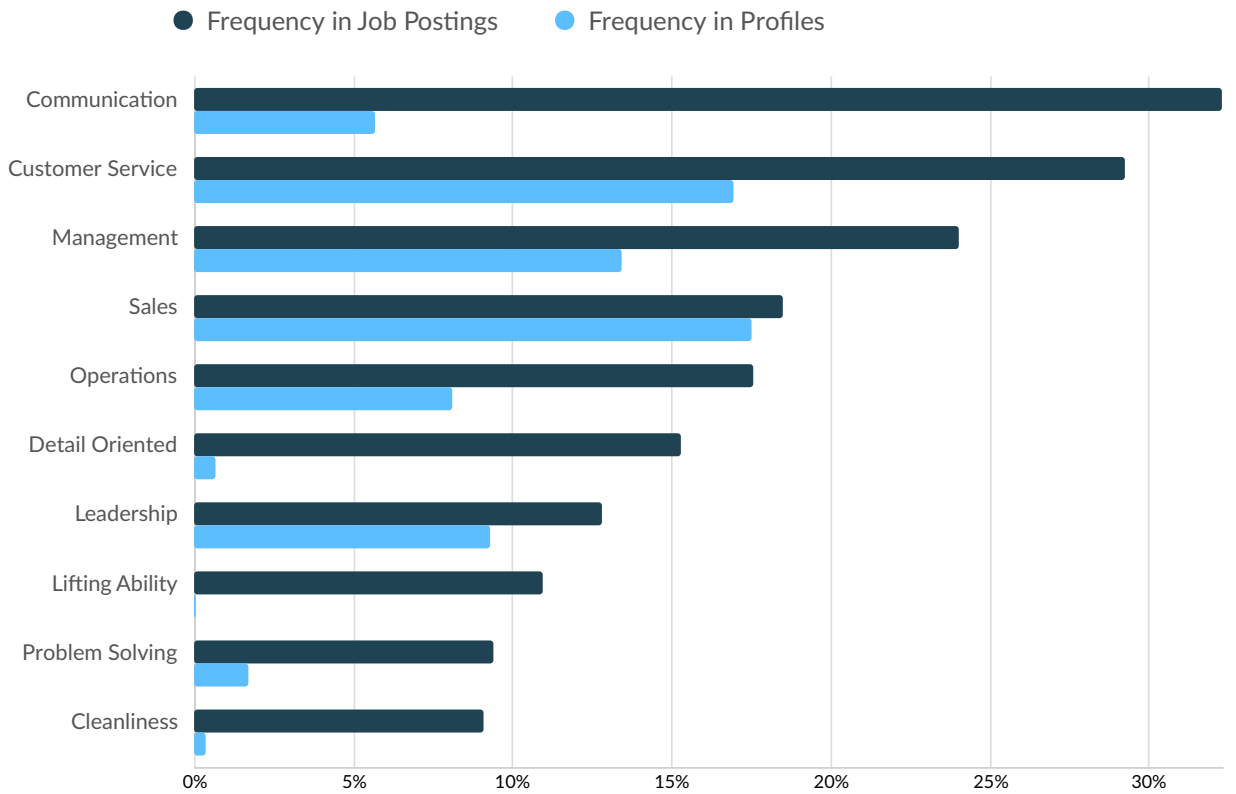
	Total/Unique (Mar 2024 - Aug 2024)	Posting Intensity	Median Posting Duration
Employment Placement Agencies	1,935 / 881	2 : 1 	18 days
Hotels (except Casino Hotels) and Motels	1,586 / 751	2 : 1 	23 days
Elementary and Secondary Schools	906 / 366	2 : 1 	20 days
Wineries	784 / 362	2 : 1 	31 days
Temporary Help Services	717 / 324	2 : 1 	17 days
Offices of Physicians (except Mental Health Specialists)	580 / 236	2 : 1 	19 days
General Medical and Surgical Hospitals	1,171 / 231	5 : 1 	20 days
Wine and Distilled Alcoholic Beverage Merchant Wholesalers	471 / 184	3 : 1 	27 days
Clothing and Clothing Accessories Retailers	463 / 139	3 : 1 	30 days

Top Specialized Skills



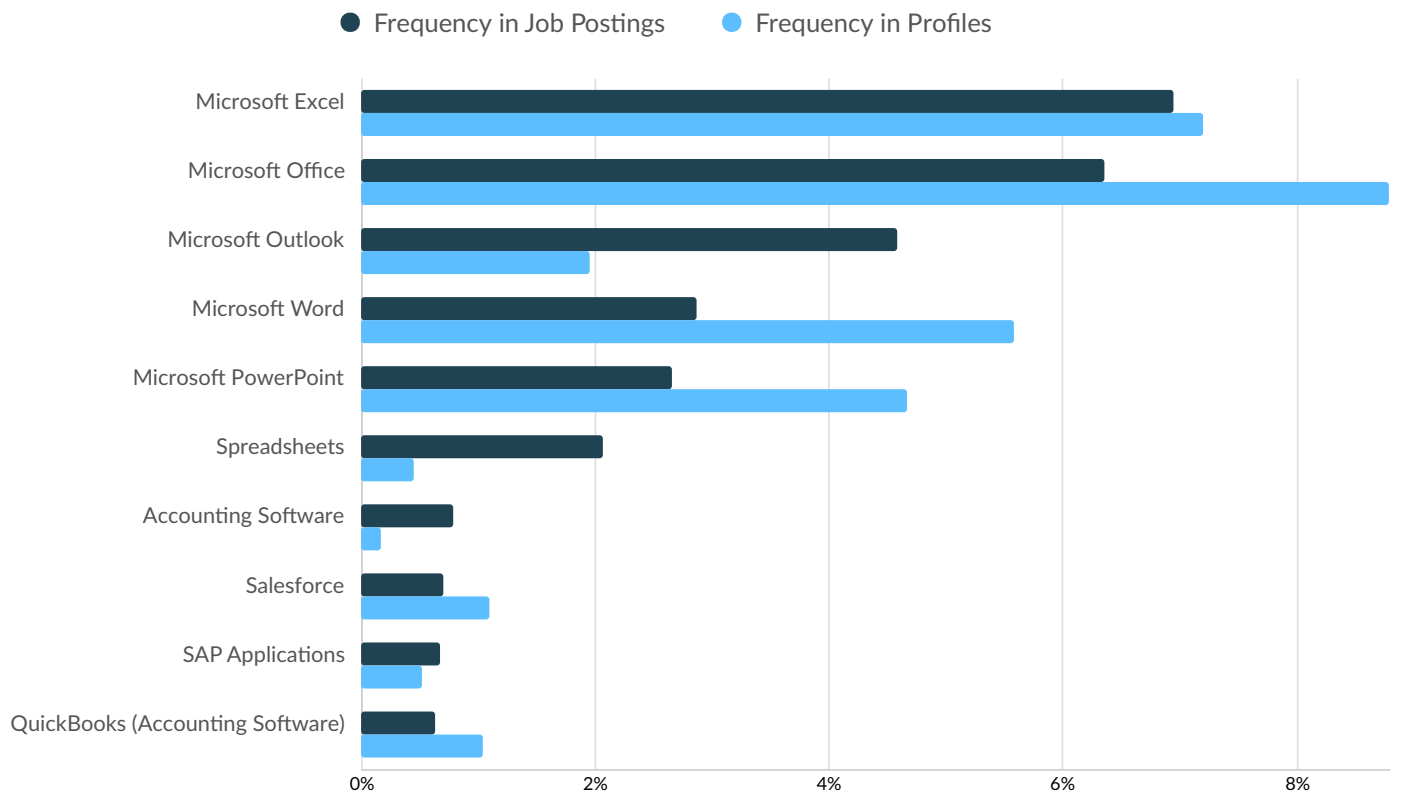
	Postings	% of Total Postings	Profiles	% of Total Profiles	Projected Skill Growth	Skill Growth Relative to Market
Restaurant Operation	827	8%	1,085	2%	+28.0%	Rapidly Growing
Merchandising	657	6%	965	2%	+15.0%	Growing
Marketing	550	5%	5,293	12%	+23.0%	Rapidly Growing
Nursing	549	5%	454	1%	+20.1%	Rapidly Growing
Accounting	517	5%	1,574	4%	+24.0%	Rapidly Growing
Housekeeping	438	4%	190	0%	+13.3%	Growing
Selling Techniques	424	4%	815	2%	-1.2%	Lagging
Auditing	419	4%	833	2%	+21.8%	Rapidly Growing
Food Safety And Sanitation	385	4%	347	1%	+11.7%	Growing
Cash Handling	366	4%	126	0%	+8.9%	Growing

Top Common Skills



	Postings	% of Total Postings	Profiles	% of Total Profiles	Projected Skill Growth	Skill Growth Relative to Market
Communication	3,274	32%	2,490	6%	+3.6%	Lagging
Customer Service	2,967	29%	7,420	17%	+5.2%	Stable
Management	2,436	24%	5,883	13%	+5.3%	Stable
Sales	1,876	19%	7,654	18%	+7.8%	Stable
Operations	1,783	18%	3,555	8%	+8.1%	Stable
Detail Oriented	1,552	15%	288	1%	+7.1%	Stable
Leadership	1,299	13%	4,072	9%	+8.5%	Stable
Lifting Ability	1,112	11%	13	0%	+10.6%	Growing
Problem Solving	955	9%	740	2%	+11.3%	Growing
Cleanliness	923	9%	167	0%	+11.1%	Growing

Top Software Skills



	Postings	% of Total Postings	Profiles	% of Total Profiles	Projected Skill Growth	Skill Growth Relative to Market
Microsoft Excel	704	7%	3,151	7%	+17.7%	Growing
Microsoft Office	644	6%	3,846	9%	+18.5%	Growing
Microsoft Outlook	465	5%	857	2%	+25.0%	Rapidly Growing
Microsoft Word	291	3%	2,441	6%	+7.2%	Stable
Microsoft PowerPoint	269	3%	2,044	5%	+26.1%	Rapidly Growing
Spreadsheets	210	2%	197	0%	+22.2%	Rapidly Growing
Accounting Software	80	1%	72	0%	+20.5%	Rapidly Growing
Salesforce	71	1%	478	1%	+24.7%	Rapidly Growing
SAP Applications	68	1%	227	1%	+21.6%	Rapidly Growing
QuickBooks (Accounting Software)	64	1%	455	1%	+10.9%	Growing

Top Qualifications

	Postings with Qualification
Valid Driver's License	1,329
Registered Nurse (RN)	767
Basic Life Support (BLS) Certification	629
Cardiopulmonary Resuscitation (CPR) Certification	412
Food Handler's Card	270
First Aid Certification	232
Advanced Cardiovascular Life Support (ACLS) Certification	182
Pediatric Advanced Life Support (PALS)	128
ServSafe Certification	98
Certified Nursing Assistant (CNA)	84

Appendix A

Top Posting Sources

Website	Postings on Website (Mar 2024 - Aug 2024)
indeed.com	5,445
simplyhired.com	5,291
dejobs.org	1,067
craigslist.org	301
oraclecloud.com	251
winebusiness.com	247
myworkdayjobs.com	206
edjoin.org	170
icims.com	164
smartrecruiters.com	162
fashionjobs.com	153
providence.jobs	146
latpro.com	144
ca.gov	143
careerarc.com	136
culinaryagents.com	124
providenceiscalling.jobs	123
governmentjobs.com	112
unioncityrecruiter.com	97
ultipro.com	92
hospitalityonline.com	87
rohnertparkrecruiter.com	85
monster.com	84
snagajob.com	83
salinasrecruiter.com	81

Appendix B

Sample Postings

Member Champions – Taco Bell in Napa, CA (Aug 2024 - Active)

Team Member: Service Champion

Link to Live Job Posting: dejobs.org

Location: Napa, CA

O*NET: 35-3023.00

Company: Taco Bell

Job Title: Member Champions

Taco Bell Team Member:

Service Champion in Napa, California The minimum and maximum wage for this position is \$20/hr! DRG is looking for energetic, enthusiastic individuals to join our team as Team Members! A Team Member is someone who enjoys people and is excited about working on a winning team! They come to work with a Positive, Can Do Attitude! Everyday! Diversified Restaurant Group is a people first company! We pride ourselves on being a large company with a small company feel. Every person that works here is part of the DRG Family! What started as a 30-unit Taco Bell business in 2012, has since grown into a 240+ unit, multi-brand operation. DRG currently operates Taco Bell restaurants in California, Kansas, Missouri, and Nevada along with Arby's restaurants in Alaska, California, and Nevada. We have more than 6,000 team members and continue to grow every day!

Our CORE Values are simple:

- Respect
 - Integrity
 - Passion
 - Accountability
 - Commitment
 - Teamwork What will YOU do?
 - This position plays a critical role in building brand and customer loyalty.
 - Greet customers inside the restaurant and Drive Thru in a friendly manner.
 - Take and ring orders, and handle payments.
 - Prepare and properly hold food for service.
 - Assemble food items and make drinks quickly and efficiently.
 - Ensure orders served to guests are correct.
 - Maintain a clean and safe work environment, in both lobby, kitchen, and outdoor areas.
 - Follow all policies and procedures regarding food safety, job duties and code of conduct.
 - Punctual and flexible in maintaining hours of employment.
 - Maintain a clean and tidy appearance and work habits. Who will you be working with? Primary service relationships with outside customers; team building relationships with co-workers and appropriate working relationships with other internal visitors and vendors.
- Are you Qualified for the job?

Education:

Basic math & reading skills.

Experience:

16 years or older.

- Ability to work flexible hours.
- Must maintain current Health Card or Work Permits according to state or local requirements.

Disclaimer:

You are applying to Diversified Restaurant Group, a franchisee of Taco Bell and Arby's Corp. If hired, the franchisee will be your only employer. Franchisees are independent business owners who set their own wage and benefit programs that can vary among franchisees.

Restaurant General Managers – Taco Bell in Napa, CA (Aug 2024 - Active)

Restaurant General Manager

Link to Live Job Posting: dejobs.org

Location: Napa, CA

O*NET: 11-9051.00

Company: Taco Bell

Job Title: Restaurant General Managers

Taco Bell Restaurant General Manager in Napa, California The minimum and maximum wage for this position is \$24/hr! DRG is looking for a Dynamic and Experienced Leader who wants to work for a fast growing company, with tons of opportunity for growth! A General Manager is a leader who is able to build a team and develop existing team of top performers by training and developing skills, providing clear, consistent direction, and recognizing individual and team contributions. A GM oversees recruiting, training, management, P&L, and overall operations of the restaurant to ensure excellent customer service, high quality foods, people development, food safety, store cleanliness, and maximum profitability. A GM also oversees communication, acts as a liaison with other leadership, and facilitates a focus on company's culture and values. Diversified Restaurant Group is a people first company! We pride ourselves on being a large company with a small company feel. Every person that works here is part of the DRG Family! What started as a 30-unit Taco Bell business in 2012, has since grown into a 240+ unit, multi-brand operation. DRG currently operates Taco Bell restaurants in California, Kansas, Missouri, and Nevada along with Arby's restaurants in Alaska, California, and Nevada. We have more than 6,000 team members and continue to grow every day!

Our CORE Values are simple:

- Respect
- Integrity
- Passion
- Accountability
- Commitment
- Teamwork What will YOU do?
- Identifying a team with high potential and developing them into leaders.
- Achieving and maintaining world class operations which includes a successful and well-developed crew and staff, pristine restaurants that serve excellent food, and strong financials.
- Maintaining and driving high standards and expectations around food quality, customer service, food safety, and store cleanliness by empowering teams in every restaurant he/she is responsible for.
- Having a clear understanding of and the ability to perform every job in the restaurant.
- Being held accountable for all aspects of their restaurants' performance and serving as ultimate decision-maker for their restaurants.
- Engaging in clear, consistent communications with field leadership and restaurant staff on a frequent basis.
- Demonstrating respect for individual team members and showing appreciation for their efforts and contributions.
- Building an effective team through training and development; and supplying meaningful and timely performance feedback.
- Ensuring the compliance of company policies and procedures.
- Maintaining consistent strong financial results. Are you Qualified?
- Must be 18 years or older.

Education:

High School Diploma.

Experience:

Two-years Restaurant experience required with proven lead experience on all shifts.

- Must have the ability to read, speak, comprehend, and write in English.
- Must maintain current Health Card according to state or local requirements.
- Must have reliable transportation.
- Must pass Criminal Background Check including MVR.
- Must be able to pass SERV Safe Certification Course and Exam.
- This position has an expected 50-hour work week.
- This position requires open availability (Open availability may be nights, weekends, holidays, varies depending on the needs of the business).

DISCLAIMER

You are applying to Diversified Restaurant Group, a franchisee of Taco Bell and Arby's Corp. If hired, the franchisee will be your only employer. Franchisees are independent business owners who set their own wage and benefit programs that can vary among franchisees.

Business Banking Officer	
Link to Live Job Posting: recruiting.paylocity.com	
Location: St. Helena, CA	O*NET: 13-1111.00
Company: Westamerica Bank	Job Title: Business Banking Officers
<p>Business Banking Officer</p> <p>ST HELENA, CA</p> <ul style="list-style-type: none"> St Helena Branch Job Type Full-time Description Westamerica is among the largest commercial banks headquartered in California. We are looking for outstanding people to join our winning team. We reached our current strength because our employees, customers, and shareholders believe in the same fundamental goals: Delivering a wide variety of financial services with a superior customer service guarantee. Financial Plan Meet or exceed quarterly and annual deposit and loan production goals. Generate non-interest income through the sale of fee-based services. Attend daily 8 am sales meeting. Consistently deliver excellence in service by adhering to the Bank's service standards. Adhere to the standards of the Bank's sales culture as outlined in the current Sales Culture Handbook. Ensure maturing loans assigned to portfolio are renewed. Maintain customer contact with all assigned borrowers to ensure loan retention, relationship expansion and proper pay down forecasting. Work with borrower's support contacts (CPA's, attorneys, CFO's, etc.) to gain referrals and to stay attuned to borrower's plans. Make yourself available to borrowers to ensure you are the banker of choice. Utilize projected maturity report to renew/extend loans prior to maturity. Business Development Maintain weekly standard of 15 quality calls. Achieve a 2 to 1 prospect to client ratio. Daily box time is required. A minimum of 3 prospect appointments for each calendar day must be obtained from each daily box time session. Maintain a minimum of 4 pipeline and 7 pre-pipeline deals. Fully utilize all aspects of Sales Logix and Hub Automation including all new releases and components (calendar, client/prospect files, etc.). Develop new deposit and loan totals utilizing industry lead lists generated by the Marketing Department and/or other sources as directed by your RMM. Work existing client base for business expansion and referrals. Develop and leverage referral sources (CPA's, Attorneys, Physicians, etc.). Position yourself as their banker of choice. Generate 1 SPF referral per month. Generate 2 third party referrals annually. Generate 2 Business Elan applications per month. Compliance Related Activity Adhere to Reg B/Flood requirements. Complete all assigned tutorials and Compliance Training. Focus on Majority/Minority census tracts as assigned by RMM. Focus on Small Business/Small Farm loans assigned goals. Meet CRA Hours. Meet new CRA loan production goals. Renew all assigned existing CRA loans/lines. Answer regulatory questions correctly during Audit/Branch Review. Ownership, Accountability and Work Habits As directed by RMM, manage problem loans to minimize risk. Communicate status and developments to RMM. Communicate problems, successes and challenges to RMM/RSM on a timely basis. Consistently adhere to the "No Surprises" standards. Adhere to the Bank's Guiding Principles. Adhere to established standards and provide superior customer service. Meet attendance guidelines. <p>MINIMUM KNOWLEDGE, PRIOR WORK EXPERIENCE, AND SKILLS NEEDED TO PERFORM JOB FUNCTIONS</p> <p>Previous sales experience preferably within a financial services environment. Four (4) year college degree preferred. Previous retail sales, banking experience and/or lending a plus, preferably commercial real estate knowledge. For purposes of business travel, a valid driver's license as well as a personal vehicle to drive is required.</p> <p>PHYSICAL DEMANDS</p> <p>The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of the job. Constant travel to conduct outside sales calls. Works non-standard business hours. Drives to sales calls. Must maintain a current driver's license and proof of insurance.</p> <p>MENTAL DEMANDS</p>	

MENTAL DEMANDS

Effectively communicate with clients and prospects. Retain and shares knowledge of WAB products, services and fees. Obtain enough confidential data to identify client's financial status. Identify additional service opportunities. basic math skills to determine fees and saving opportunities. Formulate sales action plans.

EQUIPMENT USED TO PERFORM FUNCTIONS

10-key machine, fax, photocopier, Microsoft based computers, smart phones.

DECISION MAKING

Identifies business needs of clients and prospects and identifies ways WAB can meet those requirements. Negotiates service terms and fees of business relationships to provide acceptable return on investment for Bank and client. Determines best service instrument or combination of accounts that provides client with greatest potential to realize financial expectations. Structures credits based on client needs and available bank products.

SUPERVISORY RESPONSIBILITY

Directly Supervised:

- 0•Supervised by

Subordinates:

- 0•Requirements

Restaurant General Manager	
Link to Live Job Posting: dejobs.org	
Location: American Canyon, CA	O*NET: 11-9051.00
Company: Taco Bell	Job Title: Restaurant General Managers
<p>Taco Bell Restaurant General Manager in American Canyon, California The minimum and maximum wage for this position is \$24/hr! DRG is looking for a Dynamic and Experienced Leader who wants to work for a fast growing company, with tons of opportunity for growth! A General Manager is a leader who is able to build a team and develop existing team of top performers by training and developing skills, providing clear, consistent direction, and recognizing individual and team contributions. A GM oversees recruiting, training, management, P&L, and overall operations of the restaurant to ensure excellent customer service, high quality foods, people development, food safety, store cleanliness, and maximum profitability. A GM also oversees communication, acts as a liaison with other leadership, and facilitates a focus on company's culture and values. Diversified Restaurant Group is a people first company! We pride ourselves on being a large company with a small company feel. Every person that works here is part of the DRG Family! What started as a 30-unit Taco Bell business in 2012, has since grown into a 240+ unit, multi-brand operation. DRG currently operates Taco Bell restaurants in California, Kansas, Missouri, and Nevada along with Arby's restaurants in Alaska, California, and Nevada. We have more than 6,000 team members and continue to grow every day!</p> <p>Our CORE Values are simple:</p> <ul style="list-style-type: none"> • Respect • Integrity • Passion • Accountability • Commitment • Teamwork What will YOU do? • Identifying a team with high potential and developing them into leaders. • Achieving and maintaining world class operations which includes a successful and well-developed crew and staff, pristine restaurants that serve excellent food, and strong financials. • Maintaining and driving high standards and expectations around food quality, customer service, food safety, and store cleanliness by empowering teams in every restaurant he/she is responsible for. • Having a clear understanding of and the ability to perform every job in the restaurant. • Being held accountable for all aspects of their restaurants' performance and serving as ultimate decision-maker for their restaurants. • Engaging in clear, consistent communications with field leadership and restaurant staff on a frequent basis. • Demonstrating respect for individual team members and showing appreciation for their efforts and contributions. • Building an effective team through training and development; and supplying meaningful and timely performance feedback. • Ensuring the compliance of company policies and procedures. • Maintaining consistent strong financial results. Are you Qualified? • Must be 18 years or older. <p>Education:</p> <p>High School Diploma.</p> <p>Experience:</p>	

Two-years Restaurant experience required with proven lead experience on all shifts.

- Must have the ability to read, speak, comprehend, and write in English.
- Must maintain current Health Card according to state or local requirements.
- Must have reliable transportation.
- Must pass Criminal Background Check including MVR.
- Must be able to pass SERV Safe Certification Course and Exam.
- This position has an expected 50-hour work week.
- This position requires open availability (Open availability may be nights, weekends, holidays, varies depending on the needs of the business).

DISCLAIMER

You are applying to Diversified Restaurant Group, a franchisee of Taco Bell and Arby's Corp. If hired, the franchisee will be your only employer. Franchisees are independent business owners who set their own wage and benefit programs that can vary among franchisees.

Retail Merchandisers – HomeGoods in Napa, CA (Aug 2024 - Sep 2024)

Retail Merchandise Associate	
Link to Live Job Posting: Posting is no longer active	
Location: Napa, CA	O*NET: 41-2031.00
Company: HomeGoods	Job Title: Retail Merchandisers
Retail Merchandise Associate	
HOMEGOODS	
UPDATE DATE :	
today	
AUG 31, 2024	
COUNTRY :	
USA	
REGION :	
CALIFORNIA	
COUNTY :	
NAPA COUNTY	
TOWN :	
NAPA	
CATEGORY :	
RETAIL	
CONTRACT TYPE :	
PERMANENT	
AVAILABILITY :	
PART TIME	
Company presentation - HOMEGOODSTJX is an exciting place to work and we count on our Associates to bring our business to life. Staying true to our open, collaborative culture and values of honesty, integrity, and treating each other with dignity and respect is a top priority for	

Opportunity:

Contribute To The Growth Of Your Career Responsible for delivering a highly satisfied customer experience proven by engaging and interacting with all customers, embodying customer experience principles and philosophy, and maintaining a clean and organized store environment. Adheres to all operational, merchandise, and loss prevention standards. May be cross-trained to work in multiple areas of the store in order to support the needs of the business. Role models established customer experience practices with internal and external customers Supports and embodies a positive store culture through honesty, integrity, and respect Accurately rings customer purchases/returns and counts change back to customer according to established operating procedures Promotes credit and loyalty programs Maintains and upholds merchandising philosophy and follows established merchandising procedures and standards Accurately processes and prepares merchandise for the sales floor following company procedures and standards Initiates and participates in store recovery as needed throughout the day Maintains all organizational, cleanliness, and recovery standards for the sales floor and participates in the maintenance/cleanliness of the entire store Provides and accepts recognition and constructive feedback Adheres to all labor laws, policies, and procedures Supports and participates in store shrink reduction goals and programs Participates in safety awareness and maintains a safe environment Other duties as assigned

Who We Are Looking For:

You! Possesses excellent customer service skills Able to work a flexible schedule to support business needs Possesses strong communication and organizational skills with attention to detail Capable of multi-tasking Able to respond appropriately to changes in direction or unexpected situations Capable of lifting heavy objects with or without reasonable accommodation Works effectively with peers and supervisors Retail customer experience preferred Benefits include: Associate discount; EAP; smoking cessation; bereavement; 401(k) Associate contributions; child care & cell phone discounts; pet & legal insurance; credit union; referral bonuses. Those who meet service or hours requirements are also eligible for: 401(k) match; medical/dental/vision; HSA; health care FSA; life insurance; short/long term disability; paid parental leave; paid holidays/vacation/sick; auto/home insurance discounts; scholarship program; adoption assistance. All benefits are provided in accordance with and subject to the terms of the applicable plan or program and may change from time to time. Contact your TJX representative for more information. This position has a starting pay range of \$16.00 to \$16.50 per hour. Actual starting pay is determined by a number of factors, including relevant skills, qualifications, and experience. At HomeGoods, we embrace the unknown - with new products, new challenges and new ways to make a house a home. Our products add little, special touches to customers' lives and our people do the same for each other. Everyone supports each other to Discover Different - here and throughout the entire TJX family, which includes TJ Maxx, Marshalls, Sierra, and Homesense. Discover Different means we embrace each other's differences and unique perspectives. We consider all applicants for employment without regard to race, color, religion, gender, sexual orientation, national origin, age, disability, gender identity and expression, marital or military status. We also provide reasonable accommodations to qualified individuals with disabilities in accordance with the Americans with Disabilities Act and applicable state and local law.

Posting Notes:

HomeGoods Store 0632 || 300 Soscol Avenue || Napa || CA || 94559

Appendix C - Data Sources and Calculations

Lightcast Job Postings

Job postings are collected from various sources and processed/enriched to provide information such as standardized company name, occupation, skills, and geography.