

BMI JMO Candidates

Backgrounds as Junior Military Officers (JMOs) with valuable leadership and operations experience – excellent managers and communicators

- **More than half hold a minimum of a General Engineering degree.** Many have further specialization in mechanical engineering, electrical engineering and other engineering disciplines.
- **Nearly a third of the JMOs in our program have corporate experience** in addition to a military background. BMI can present a mix of officers currently separating from the service, as well as candidates who have had experience in the civilian sector and are looking for a change in career.



Example positions:

MANAGEMENT

- Operations / Logistics Manager
- Plant Manager / Group Leader
- Manufacturing / Shift Supervisor
- Project Manager
- Process Improvement Analyst
- Procurement / Dist. Manager
- Purchasing Agent / Manager
- Buyer / Sourcing Agent
- Black Belt / Six Sigma
- Business Analyst

ENGINEERING

- Quality Engineer
- Project Engineer
- Application Engineer
- Service Engineer
- Industrial / Manufacturing Engineer
- Production / Process Engineer
- Engineer Planner
- Maintenance Engineer
- Engineering Manager
- Mechanical Engineer

BMI Technical Candidates

Backgrounds as enlisted military with between four and twenty years of hands-on technical experience

- Graduates of the military's **top technical schools** (6-12 months long)
 - Electronic, mechanical and/or electrical maintenance
- 40% have a **technical associates degree or higher**
 - Most have the military educational equivalent of an associates degree in their technical specialization

Example positions:

ELECTRICAL / ELECTRONIC TECHS

- Electrical Distribution / Switchgear
- Low / Medium / High Voltage
- AC/DC Motors
- Uninterruptible Power Supply
- Generators
- Digital Logic
- Calibration and Metrology
- Test, Measurement and Diagnostic Equipment
- Control and Instrumentation
- Component Level Troubleshooting

SUPERVISION

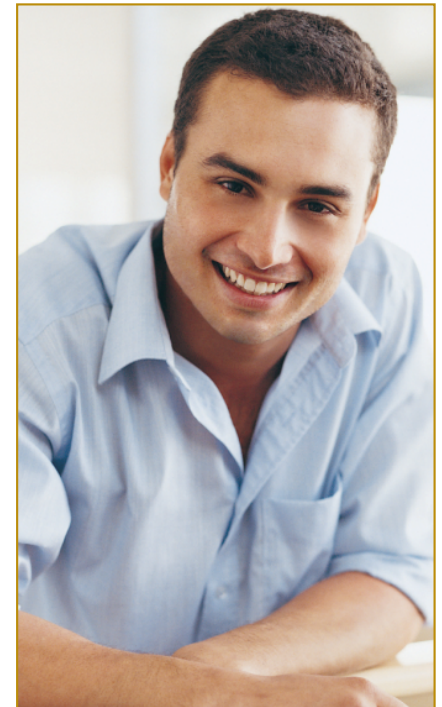
- Production Supervision
- Shift Supervision
- Maintenance Supervision
- Maintenance Control
- Maintenance Planning
- Warehouse Supervision
- Average Ten Years Hands-On Leadership

MECHANICS

- Pneumatics and Hydraulics
- Pumps / Valves / Compressors
- Rotating Equipment
- Gas / Diesel and Steam / Nuclear
- Aviation / Marine / Vehicle Exp.
- Preventive Maintenance

POWER PRODUCTION

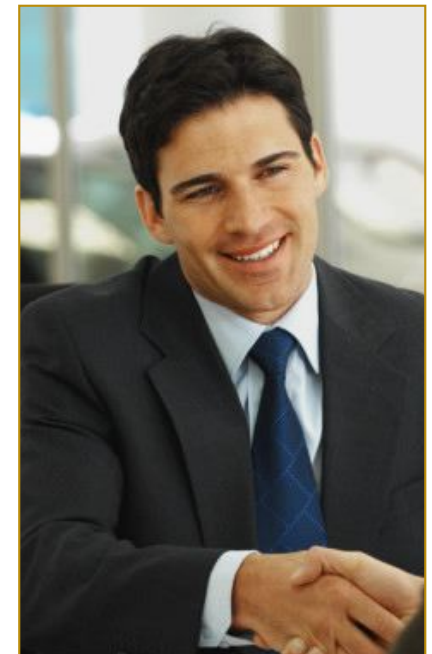
- Nuclear
- Fossil / Gas / Wind / Solar
- Hydro / Steam / Gas Turbine
- SRO / NLO / Instructors / QA
- Plant / Control Room Operators
- Millwright / E&I / I&C Engineers



BMI Sales Candidates

Backgrounds as Junior Military Officers (JMOs) and Non-Commissioned Officers (NCOs) with Bachelor's Degrees

- **Majored in a variety of areas from business to engineering**
 - The majority of job seekers you will interview are graduates of top schools including the U.S. Service Academies (West Point, Annapolis, etc.).
- **Position profile:** Minimum base of \$50k with ample commission opportunity and the prospect of career advancement for performers.
- Candidates **screened for the interest and aptitude required to thrive in B2B sales** including those with previous Business-to-Business Sales experience.



Example positions:

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|-----------------------------|---------------------------|--------------------------------|
| ➤ Outside Advertising Sales | ➤ National Sales Rep. | ➤ Account Manager |
| ➤ Account Specialist | ➤ Business Development | ➤ Inside Sales Representative |
| ➤ Customer Service Manager | ➤ Territory Sales Manager | ➤ Regional Account Specialist |
| ➤ Sales Engineer | ➤ District Sales Manager | ➤ Sales Manager |
| ➤ Sales Supervisor | ➤ Sales Consultant | ➤ Outside Sales Representative |
| ➤ Equipment Sales | ➤ Technical Sales | ➤ Sales and Service Specialist |

BMI Cyber/IT Candidates

Backgrounds for both officers and enlisted military with between four and twenty years of hands-on technical experience and/or IT management

- **Many will already have industry IT certifications.** The military incorporates certifications in training curricula and provides resources for service members to obtain them on their own.
- Most candidates will have experience on the **enterprise level.** They will have worked in or managed **help desks**, network and security **operation centers** as well **LAN/WAN** engineering environments.



Example positions:

Cyber Security

- SOC Analyst
- Incident Handler
- Information Security Engineer
- Vulnerability Management

Information Technology

- Network Engineer
- Systems Administrator
- Systems Engineer
- Helpdesk Technician