



**Automation  
& Industrial  
Technology**

Direct Recruiters has been recognized as the relationship-focused search firm that assists Factory Automation Manufacturing organizations with recruiting, acquiring and retaining high-impact talent for mission-critical positions. We have been a trusted partner for some of the most progressive companies in the industry.



Industries today rely heavily on automation in order to increase productivity, quality, and cost reduction. Automation is driven by efficiency and our goal is to apply that same principle to your specific search for top talent. We streamline the overall hiring process, making it easier and faster, while keeping you informed every step of the way.

The DRI team is comprised of Automation Senior Recruiters and Research Associates who have a thorough understanding of the industry and current job market. On a daily basis, we are in contact with executive management and hiring authorities looking to hire top professionals in the areas below:

**Core Competencies:**

- Industrial Sensors
- Motion Control
- Variable Frequency Drives and Drive Systems
- PLCs, HMI's, and other Automation Componentry
- Hydraulics, Pneumatics, Linear Motion, and Electronic Control Systems
- Industrial Connectivity and Device Networks
- RFID and Machine Vision
- Robotics/Mechatronics
- SCADA and Process Management
- Systems Integration
- Manufacturing

**Functional Occupations:**

- Territory Sales and Executive Management for Manufacturers, Distributors, and Integrators (up to C-level)
- Product Marketing
- Business Development
- Channel Management
- Product Management
- Turnkey System and Equipment Sales Engineering
- Engineering (Automation/Controls, Project Management...etc.)
- Mechanical and Electrical Design Engineering
- Program/Project Management
- Applications Engineering and Field Service
- Programmers of all types



For more information, please contact:

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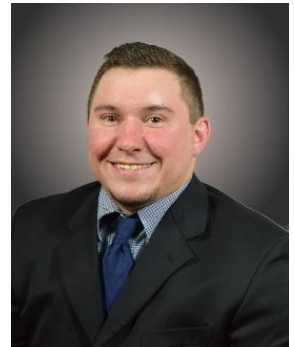
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**Here's what one client had to say about Robert Cohn and team:**

*"Trying to hire for our company is a challenging thing; Robert and his team have consistently given us good candidates and helped in finding people who are not necessarily finding us. I was happy that not only were they engaged and consistently sending over resumes, but also gave me extra background on the candidate to supplement the resume. Robert and his team also helped in arranging meetings and calls which is helpful being on the road and traveling so often. Overall, I have been happy with DRI, Robert, and his team."*

**Eric Langhorst, Western Zone Manager  
WAGO**

*"Robert and team met all expectations whenever we worked together... primarily because he was so thorough up front. I was most pleased that Robert took the time to get to know Balluff and our team... even came down to Florence a couple of times. Robert and I have a good, open communication that made it easy to work together. Robert is direct, thorough and always in constant communication with me regarding any positions that he is working on with Balluff. He quickly developed good working relationships with all of our hiring managers. I always knew where Robert and his team stood on any searches. I felt that I could always trust Robert and his team to deliver based on the expectations. I would definitely recommend Robert & DRI."*

**Jenny Arbino, HR Director  
Balluff**

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