



Thursday, January 23, 2014
Dinner Meeting, 6 – 9 pm Courtyard Marriott, Culver City

Critical Skills for Moving Up in your IT Career

What's going to matter most next year? The IT world is evolving! Knowing which skills add greatest value – and have management see you as a “keeper” – is vital in today's IT landscape.

Mark your calendar for AITP-LA's first event of 2014. Hear what hiring Managers say about what the latest trends and skills are and how to manage your career!

PANEL DISCUSSION WITH MODERATOR

We've brought together a panel of hiring Managers from some of Southern California's leading companies to share which technical skills and soft skills they look for when interviewing and hiring (and planning for organizational change). Do they only look for tech skills and certifications? How important is development of soft skills? The world has changed! Knowing what skills are needed to add value to projects and have management see you as a “keeper” is vital in today's IT landscape. What's going to make you invaluable to your team (or, conversely, the most attractive employer to a prospective new hire)?

Our panel is hosted by experts from multiple industries, addressing questions such as:

1. What skills will be most critical in 2013?
2. Are certifications necessary? If so, which ones?
3. Which skills/knowledge/experience are in demand? Which are scarce?
4. What knowledge/experience is obsolete/in low demand?
5. IT Outsourcing trends
6. What innovations in technology will drive employment trends?
7. What soft skills are employers looking for in their employees?

PANELISTS:

Derek Cotton, Manager of Talent Acquisition for Farmers Insurance

Damon Nicholls - IT Staffing Manager – Sony Pictures Entertainment

Alexis Recana, Sr. Recruiting Manager, Genesys Telecommunication Labs

MODERATOR: Carole Schlocker

Derek Cotton is the Manager of Talent Acquisition for Farmers Management Company, a position he has held since joining the firm in 2010. In that role, he oversees a team of eight responsible for the nationwide recruitment of all the corporate functions for the firm including executive recruitment.

Previously, Derek worked for Egon Zehnder International, a global retained search firm where he

identified top candidates for some of the world's leading firms.

Derek has an International MBA from Pepperdine University, which included a year of study at Mexico's Instituto Tecnológico y de Estudios Superiores de Monterrey.

Derek is deeply involved in the Olympic sport of fencing. He has been on the Board of Directors and has served as a United States referee for two Olympic fencing games. Currently, Derek sits on an International Commission overseeing referees.

Derek is married and is the proud father of one son.

Damon Nicholls has worked in the IT staffing industry in Los Angeles for the last 11 years in both agency recruiting and on-site vendor management services roles. For 6 years, he worked as a Senior Technical Recruiter in a national staffing organization supporting a broad range of clients in Los Angeles. He has staffed all levels of IT positions; from Helpdesk Support, Software Engineers to Project Manager and IT Directors. Staffing IT professionals in automotive, entertainment and financial industries.

For the last 6 years, Damon has been working for Sony Pictures Entertainment as the IT Staffing Manager, supporting all lines of business, staffing full-time, contract and contract to hire positions for their Technology departments.

Alexis Recana has over 20 years of strategic technical recruitment experience in the high tech industry. She started her career in Silicon Valley working for system integrators staffing Y2K projects for large clients including US Postal, Wells Fargo, and Kaiser Permanente. Later she was asked to go in-house and lead recruiting teams for her largest client, Kaiser Permanente Information Technology (KPIT) which at the time had over 10,000 employees. After gaining experience in global recruiting, Alexis co-founded a Talent Acquisition and HR consulting firm in 2000 and led recruitment strategies for companies like Lucent, E*Trade, ABC/Disney, CCH/Wolters Kluwer and iRise. Alexis permanently relocated to Southern California in 2005. Currently, she works for Genesys [Telecommunication Labs], a software leader in customer engagement and contact center technology, and leads global recruiting efforts for their Professional Services and Enterprise Sales divisions.

Carole Schlocker currently reigns as the Queen of iSpace. Her previous positions include Princess of Metro Information Services and Sr. Peddler at D.P Specialists. Prior to this she was actually somewhat technical-as Manager of West Coast Technical Support for Candle Corporation. Realizing that she could only bluff her way so much technically, she moved into sales. She has been in the IT staffing and Solutions business for over 20 years. Never seen dressed uncoordinated she believes in building solid clients based on their proximity to Loehmann's. Carole firmly believes in building strong client relationships and selling on value, humor, trust and ethics and not price.

Carole is currently on several Boards including The Westside Center of Independent Living (www.wcil.org), AITP-LA (www.aitp-la.org), Stem Advantage (www.stemadvantage.org) and The Southland Technology Conference and is also Chair of the Speakers Committee for the annual Southland Technology Conference. She also works with the PMI Los Angeles chapter to bring top tier speakers to their meetings. She is also a long time member of the UCLA I.S. Associates and has served on their board. She is a past Board Member of Tech Serve Alliance. She was the Co-Director of the Los Angeles Chapter of Women in Technology and helped to build the chapter from the ground up. Carole holds a Bachelors Degree in Social Work from Temple University. She strongly

believes that she is practicing social work every day in the IT staffing business. Her future aspirations include a position with Empress in the title.

NOTE: Get there at 6:00PM or even before for networking!

Bring your business cards and plan to network with your peers at Courtyard by Marriott LA Westside (Culver City by the 405)

RESERVATIONS: Reservations are required! <http://a3.acteva.com/orderbooking/bookEvent/A339480>
Be sure to click on the PayPal logo to complete registration; you will have the option to pay by either credit card or PayPal. Acteva registration customer service will register you if any difficulties. Phone 877-855-8646.

PRICE: Dinner & Program: Dinner & Program: Members \$20 in Advance, \$30 at the Door. Non-members \$30 in Advance, \$40 at the Door. For more information, call the chapter telephone at 562-928-5353 or contact Roger Lux at 562-964-1888.

LOCATION: Courtyard by Marriott – LA Westside, 6333 Bristol Parkway, Culver City 90230 310-484-7000. Self Parking at hotel (\$8).

DIRECTIONS:

<http://www.marriott.com/hotels/maps/travel/laxcv-courtyard-los-angeles-westside/>

Going South on 405
Take 90 Fwy East
Slight right at West Slauson Ave
First right onto Bristol Parkway

Going North on 405
Take exit 49B to merge onto Sepulveda toward Slauson Ave
Right at Green Valley Circle
First right onto Bristol Parkway

CONTACT INFO:

Website: <http://aitp-la.org/>

LinkedIn Group: AITP-LA Association of Information Technology Professionals, Los Angeles Chapter.

To be added to email list: info@aitp-la.org

Twitter: [@AITP_LA](https://twitter.com/AITP_LA)

ABOUT OUR SPONSORS



GBH Communications is the nation's leading integrator of audio and video collaboration solutions. Working with clients of any size to customize and create communication strategies designed to promote effortless collaboration. With more than 25 years of experience and more than ten thousand customized video deployments, we have redefined visual communications. Whether it's the board room, the war room or the emergency room, GBH can provide you the right collaboration tools to help you communicate effectively and efficiently. See <http://www.gbh.com/>



Downtown Colo offers custom solutions for data center colocation. They offer a variety of services such as High Availability cloud, massive storage solutions, as well as dedicated server. Every package includes hardware, software, and ongoing upkeep -- best-in-class support. A managed solution allows for not only more productivity, but provides peace of mind. Their top notch security engineers work alongside network and system administrators to provide you with the best solution from beginning to end. For more information go to www.downtowncolo.com.



Advanced Systems Group maintains key strategic partnerships with leading providers of open system computing products -- custom tailoring computer systems and solutions to fit your computing challenges, future goals, and respect your budget. ASG provides the precise balance of hardware, software, and professional services to cultivate dependable, robust, and secure IT environments—a steadfast foundation on which your business can flourish. To learn more about ASG's IT solutions, go to www.virtual.com or call (800) 894-3619.



Robert Half is a major national player in sourcing and placement. Find more information at www.roberthalf.com.