AFRICAN AMERICAN CHAMBER OF COMMERCE OF WESTERN PENNSYLVANIA

Monthly News & Updates

September 3, 2026 | Issue 20

Business Institute Presents



Click here to RSVP



PowerBreakfast Meeting with
Honorable Sara Innamorato, County Executive forthe County of Allegheny

Friday, September 18 2026
8:30am - 10:00am

Rivers Club
One Oxford Centre, 4th Floor
301 Grant Street
Pittsburgh, PA 15219

Join us as we hear from the County Executive, who will update us on the economic health of the county and share her plans for Allegheny County. .

Cost: $25.00 Members, $50.00 Non-members

Sponsored by: Duquesne Light Company

Please plan to attend!

Click here to RSVP

Join Us for a

Small Business & Non-Profit Symposium

AFRICAN AMERICAN CHAMBER OF COMMERCE OF WESTERN PENNSYLVANIA



Join us for an exciting event!

The African American Chamber of Commerce of Western Pennsylvania invites you to a day of learning, networking, and growth!

Join us as we celebrate economic empowerment, financial literacy, innovation, and the strength of our region's small businesses and non-profits while creating opportunities to build relationships and move our community forward.

September 30th 2026

12:00-5:00 PM

HYATT house™
5335 Baum Blvd
Pittsburgh, PA 15224

Refresh Midweek/Happy Hour:
5:30- 7:30 PM
Catapult Greater Pittsburgh:
Gallery on the Square
5991 Broad Street
Pittsburgh, PA 15206

General Admission

$25.00 for AACCWP Members

$75.00 for all others

Thank you to our Premier Sponsor:

Citizens

We would like to thank our Committee Members for their invaluable time, dedication, and support in helping us make this a successful event. Their commitment and contributions are greatly appreciated.

Allegheny County · Pennsylvania American Water · Catapult · Community Development · HACP · MBA · Pursuit

Click here to Register

Citizens®

Presents

Financial Management

At Citizens we know small businesses are the heart of every community. Citizens are committed to helping small business owners thrive through financial empowerment. Our Small Business Financial Empowerment sessions equip business owners with the tools, skills and resources needed to build a strong, resilient business.

Join us on October 14, 2026, as we present our 2nd workshop of our 2-part Small Business virtual series with “Financial Management”. This session will help you understand asset and funding mix (Balance Sheet), cash flow statements, and operating activities (Income Statement/P&L Statement) to help drive profitability for your business facilitated by Citizens Vice President, Business Banking Market Manager Jordan Winters.

Don’t Miss It!

Wednesday, October 14, 2026
11:00 am – 12:00 pm

Click here to RSVP



PowerBreakfast Meeting with
Mark Compton, Chief Executive Officer for the Pennsylvania Turnpike Commission

Friday, October 16, 2026
8:30am - 10:00am

Rivers Club
One Oxford Centre, 4th Floor
301 Grant Street
Pittsburgh, PA 15219

Join Pennsylvania Turnpike CEO Mark Compton for a transportation update featuring the latest on Open Road Tolling and key construction projects impacting the region. Learn how these investments are improving safety, mobility, and economic opportunity across Pennsylvania.

Cost: $25.00 Members, $50.00 Non-members

Sponsored by: Duquesne Light Company

Please plan to attend!

Click here to RSVP

Member Events

Tee Up for a Great Cause!

Join the Northside | North Shore Chamber of Commerce for our 2026 Annual Golf Outing on Tuesday, September 15th at the beautiful Birdsfoot Golf Club!

Spend the day networking with fellow business leaders, entertaining clients, and enjoying 18 holes on one of the region's premier courses. The outing includes golf, contests, prizes, food, refreshments, and plenty of opportunities to make valuable business connections.

Best of all, a portion of the event proceeds will benefit Gwen's Girls, supporting their mission to empower girls and young women to reach their full potential through education, mentorship, and community programs.

Whether you're registering a foursome, sponsoring a hole, or joining us as an individual golfer, you'll be making an impact both on and off the course.

Mark your calendar for September 15, 2026, and join us at Birdsfoot Golf Club for a day of golf, networking, and giving back. We can't wait to see you on the green!

Here are the details and registration link:
https://northsidechamber.weblinkconnect.com/atlas/events/2026-charity-golf-outing-11093/details

THE TOM JOHNSON
BOYS' ACADEMY
OF THE MON VALLEY

The

INVITES YOU TO

BOLD

BUILDING OUTSTANDING LEADERS & FULFILLING DREAMS

SCHOLARSHIP DINNER

AN EVENING OF PURPOSE.
A LIFETIME OF IMPACT.

FEATURING GUEST SPEAKER



KEN MORRIS JR.

Descendant of Frederick Douglass and Booker T. Washington.
Internationally recognized lecturer, educator,
and social justice advocate.

WEDNESDAY, SEPTEMBER 16, 2026
VIP RECEPTION | 5:00 PM
DINNER PROGRAM | 6:00 PM
EDGEWOOD COUNTRY CLUB
100 Churchill Road | Pittsburgh, PA 15235

TOGETHER, WE BUILD OUTSTANDING LEADERS
and Fulfilling Dreams.

SCAN TO LEARN MORE ABOUT OUR WORK, RSVP, OR BECOME A SPONSOR.

FOR MORE INFORMATION, CONTACT:
STEFANI SMITH
(412) 599-1455
mytjba.org

Tom Johnson Boys' Academy
@tjbamonvalley
mytjba.org

Your support fuels potential. Your investment changes lives.



Voices Carry 2026 Sponsorship Packages

Event Date: Oct 6, 2026

Rockstar: $20,000
20 event tickets at reserved table with premium seating
Prominent recognition on event website
Social Media mentions and links to company website
Prominent recognition on event t-shirts
Prominent recognition in event program and event signage
Automatic sponsorship of Auberle's All Star Banquet and five event tickets
Recognition in Auberle's Annual Report
Company representative to speak on stage at event

Headliner: $15,000
10 event tickets at reserved table with premium seating
Recognition on event website
Social Media mentions and links to company website
Recognition on event t-shirts
Recognition in event program and event signage
Automatic sponsorship of Auberle's All Star Banquet and five event tickets
Recognition in Auberle's Annual Report
Company representative to speak on stage at event

Main Stage: $10,000
10 event tickets at reserved table with premium seating
Recognition on event t-shirts
Recognition in event program and event signage
Automatic sponsorship of Auberle's All Star Banquet and five event tickets
Recognition in Auberle's Annual Report
Company representative to speak on stage at event

Opening Act: $5,000
10 event tickets at reserved table
Recognition on event t-shirts
Recognition in event program and event signage
Automatic sponsorship of Auberle's All Star Banquet and five event tickets
Recognition in Auberle's Annual Report



NOMINATE NOW!

The Power of Work Awards is a celebration of individuals, teams, and organizations that are creating opportunities and removing barriers for a diverse workforce.

Review our sponsorship opportunities and secure tickets today!

www.goodwillswpa.org/powerofwork

STAY CURRENT AND BE PREPARED FOR OPPORTUNITIES

New, existing and upcoming supplier diversity opportunities are a certification away. Check your certifications and stay current and prepared for the next big opportunity!

MBE Certification of Minority-owned

Businesses (Pennsylvania - DBE Certification Management System) Go to:

paucp.dbesystem.com

WBE Certification for Women-owned Businesses (Pennsylvania - DBE Certification Management System) Go to:

paucp.dbesystem.com

MWBE Certification for Minority & Women-owned Business Enterprise (Pennsylvania - DBE Certification Management System) Go to:

paucp.dbesystem.com

DBE Certification for Disadvantaged Business Enterprise (Pennsylvania - DBE Certification Management System) Go to:

paucp.dbesystem.com

WBENC Women's Business

Enterprise National Council; Go to:

www.wbenc.org

NMSDC National Minority Supplier Diversity Council; Go to: **www.nmsdc.org**

EMSDC Eastern Minority Supplier Diversity Council; Go to: **emsdc.org**

DGS Pennsylvania's Department of General Services; Go to: **dgs.pa.gov**

City of Pittsburgh; Go to:

pittsburghpa.gov

Allegheny County; Go to:

www.alleghenycounty.us

Spotlight Your Buiness

Spot on Business 1

Put Your Business In The Chamber's '2026 Spotlight'
Learn more about this opportunity to showcase your business by sponsoring a Chamber Business Institute Program. 2026 sponsorships are available.

Share Your News

Share Your 2026 News, Events, and Hiring Opportunities
Are your sales up, have you opened a new office, are you hiring new staff members, or have an upcoming event? Your Chamber wants to share your 'Good News' with other Members in our monthly Newsletter.

Learn more at 412-392-0610 or AfricanAmericanChamberInformation@aaccwp.com

Miscellaneous News

SCAM ALERT
If you receive this email it is a scam!

Hello,

I believe you are doing well.

Your details have been forwarded to me by one of my colleagues, Joel. I'm glad to help you with the pricing & additional details.

We will deliver you 1,000+ Registrants/Members from African American Chamber of Commerce of Western Pennsylvania 2026.

Each record of the list contains: Contact Name (with First name and last name), Emails, Company Name, URL/Website, Phone Number, Job Title/Designation, Address.

Price: $299

Data Quality and Guarantee terms:

- List is delivered in CSV/Excel format.
- It contains all verified & updated contacts only.
- Unlimited Use: You can use it for multiple campaigns.
- These data you can use for multiple marketing activities including email campaigns, Networking, paid online targeting, advertising, promotions, newsletters and more.
- Delivery of list within 2-3 business days upon receipt of payment.
- 95%+ Accuracy/Deliverability Rate.

Let me know your thoughts on this so that I can send over the Invoice/Payment Link to proceed.

We strive for customer satisfaction, where every investment should yield substantiated returns.

I would appreciate your timely response.

Gavin Roach
Sr Sales Analyst
https://avtmetrix.com/

Chamber Social Media Sites

The African American Chamber of Commerce of Western Pennsylvania has a new social media sites.

- Please click here to follow us on Facebook!
- Please click here to follow us on Instagram!
- Please click here to follow us on TikTok!

Certificate Form

Sign up here and include your certifications and qualifications. This makes it easier to track when your certifications start and expire. Our system will also send reminders before any certifications are due to expire. Click here to sign up!

Request for Proposals (RFP)

Sign up here to be included in the Request for Proposal (RFP) process. Joining the list makes it easier for corporations and vendors to find you and connect with you for potential business opportunities. Click here to sign up!

The Controller's office is releasing the 2025 Popular Annual Financial Report, a brief, user-friendly snapshot of everything you need to know about the City's finances. You can read the full report here: 2025 Popular Annual Financial Report (PAFR). The Controller's office distributes the PAFR to Pittsburgh companies, community groups, colleges and universities, government entities and a variety of other organizations. In addition to providing information on City finances and government operations, this report also helps demonstrate what makes Pittsburgh a great place to live, study, and work.

Please feel free to share the PAFR on your socials and tag our office:

Facebook: https://www.facebook.com/PittsburghController
Instagram: https://www.instagram.com/pghcontroller
X: www.x.com/pghcontroller

Still Running Your Non-Profit on Spreadsheets?

Welcome Non-Profit Leaders, Turn donor data, grants & volunteers into impact — not admin overload.



Get your free 30-minute non-profit operations audit — value $750 FREE for chamber non-profit members

3-STEP PLAN TO ELIMINATE NON-PROFIT ADMIN CHAOS

Week 1 Foundation

Process mapping

- Audit donor & grant tracking
- Identify compliance & reporting leaks
- Document volunteer scheduling gaps

Week 2 Automation

Workflow automation

- Automate donor thank-yous & grant reminders
- Connect QuickBooks & donor management tools
- Reduce manual board reporting

Week 3–4 Custom

Custom non-profit solutions

- Build custom grant tracking system
- Donor & volunteer dashboard
- Board-ready impact reporting

ROI Analysis (Sample only)

Total Leak	Recoverable		
$225,900 in lost grants/donors	$151,865		
Monthly	Payback	ROI	
$18,825	36 Days	6.9x	

integr8Works LLC •
Email: skrishnasamy@integr8works.com

Scan to Book Free Audit

Painful Invoicing?

Welcome Small Business Owners, Convert your operations and resources into cash flow — all in one place.



Get your free 30-minute business process audit — value $750 FREE for chamber members

3-STEP PLAN

01 Week 1 Foundation

Process mapping

- Audit current invoicing workflow
- Identify cash flow leaks
- Document pain points

02 Week 2 Automation

Workflow automation

- Automate reminders & tracking
- Connect accounting tools
- Reduce manual effort

03 Week 3-4 Custom

Custom invoicing solutions

- Build custom invoice system
- Integration & reporting
- Ongoing support

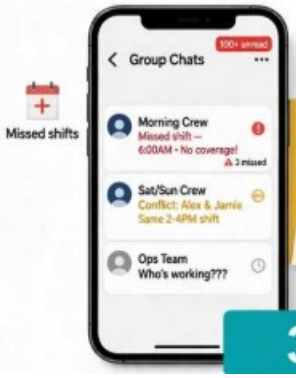
ROI Analysis (Sample only)

Total Leak **$225,900**	Monthly **$18,825**
Recoverable **$151,865**	ROI **6.9x** Payback 36 Days

Integr8works LLC • Email skrishnasamy@integr8works.com

Still Scheduling on Text Groups?

Welcome Small Business Owners, Create a stress-free work environment with smart scheduling solutions.



Get your free 30-minute business process audit

value $750 • FREE for chamber members

3-STEP PLAN

Week 1 — Foundation

- Process mapping
- Audit scheduling chaos
- Identify gaps
- Document coverage issues

Week 2 — Automation

- Workflow automation
- Auto-scheduling workflow
- Team notifications
- Shift coverage auto-fill

Week 3-4 — Custom

- Custom scheduling solutions
- Build custom system
- Integration & SOPs
- Manager dashboard

ROI Analysis (Sample only)

Total Leak	Monthly	Recoverable	ROI
$225,900	$18,825	$151,865	Payback 6.9x

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Convert Team's Hours into Cash
Track every hour, invoice every minute
MISSING HOURS??
OVERTIME - ?
TIMESHEET
Labor Costs
Get your free 30-minute business process audit
value $750 FREE for chamber members
3-STEP PLAN
PRACTICAL • IMPLEMENTABLE
01 Week 1
Foundation
Process mapping
Audit time tracking
Identify labor leaks
Document gaps
02 Week 2
Automation
Workflow automation
Automate time capture
Connect payroll
Reduce buddy punching
03 Week 3-4
Custom
Custom labor solutions
Build custom tracking
Integration & reporting
Manager dashboard
ROI ANALYSIS — SAMPLE ONLY
Total Leak
$225,900
Monthly
$18,825
Recoverable
$151,865
ROI 6.9x
Payback 36 Days
Integr8works LLC • Email skrishnasamy@integr8works.com

Burning your Cash?

Welcome Small Business Owners, Stop leaking money from broken processes



Get your free 30-minute business process audit — value $750 FREE

for chamber members

3-STEP PLAN

Step 01

Week 1 — Foundation

- Process mapping
- Audit current operations
- Identify cash leaks
- Document pain points

Step 02

Week 2 — Automation

- Workflow automation
- Automate manual tasks
- Connect tools
- Reduce errors

Step 03

Week 3–4 — Custom

- Custom business solutions
- Build custom system
- Integration & reporting
- Ongoing support

ROI Analysis
(Sample only)

Total Leak	Monthly
$225,900	$18,825
Recoverable	**ROI**
$151,865	36 Days

Integr8works LLC • Email skrishnasamy@integr8works.com



Your Team Has Evolved.
Have Your Headshots?

From new hires and leadership updates to a full brand refresh, professional headshots help your people make the right first impression.

FOR INDIVIDUALS, SMALL BUSINESSES & CORPORATE TEAMS

GUIDED & NATURAL

Expert direction for confident, approachable portraits that feel authentic.

FLEXIBLE & CONVENIENT

On-location headshot stations or private studio sessions that fit your schedule.

CONSISTENT & POLISHED

Professional imagery that elevates your brand and creates a unified first impression.

SCHEDULE A COMPLIMENTARY
HEADSHOT CONSULTATION

The confidence your team communicates begins before anyone says a word.

Life Camera Soul
PHOTOGRAPHY

412.550.4748 Jordan@LifeCameraSoul.co @Life.Camera.Soul.Photography LifeCameraSoul.co/Branding

IRONDATE

PREVENTIVE CARE BENEFIT PROGRAM

— FOR EMPLOYERS · FOR EMPLOYEES

Reduce payroll taxes. Improve employee benefits. *$0 out of pocket.*

The Preventive Care Benefit Program (PCBP) helps businesses save on payroll taxes while giving employees better health coverage — at no cost to either side.

FOR EMPLOYERS

What you save

01 **Up to $1,186 in net FICA savings** per W-2 employee, per year

02 Lower taxable payroll, reducing **FICA liability**

03 Fully managed and compliant via third-party administrators

$1,186 up to · net annual savings per employee

FOR EMPLOYEES

What they receive

01 **Telehealth** & virtual primary care

02 **Mental health** support and therapy

03 **24/7 urgent care** access

04 **Preventive screenings**

05 Prescriptions & wellness services

06 **$0 copays** · zero out-of-pocket

07 **Free CBC / CMP blood panel** — after 90 days

MECHANISM + OUTCOMES **One wage reduction. Two outcomes.**

MECHANISM

Pre-tax wage reduction

A **Section 125** cafeteria plan moves the wellness contribution to pre-tax dollars, lowering FICA-taxable payroll. A **post-tax §105** reimbursement then restores take-home pay so the employee is whole.

EMPLOYER OUTCOME

Net FICA savings

Net FICA savings on the reduced payroll base, after program administration fees.

EMPLOYEE OUTCOME

Funded wellness benefits

Pre-tax dollars fund the benefits directly — with no cut to take-home pay.

100% COMPLIANT — IRC §125 · §105 · §106 · §213(d) · ACA

Built on established cafeteria-plan and preventive-care provisions.

WHY COMPANIES DO THIS **Four reasons it works.**

- **Immediate payroll tax savings**
- **Better benefits, happier employees**
- **No cost to implement**
- **No disruption to existing health plans**

SCHEDULE A CALL

Scan to see how much your company can save.

AACCWP

REFERRAL PARTNER

information@aaccwp.com



Jill Yahnite

Powered By Sales Xceleration®



Cut Through the AI Hype.

TURN IT INTO A SALES ADVANTAGE.

SalesXpert AI Integration™ helps sales leaders turn AI into measurable improvements across coaching, lead generation, and productivity, without complexity or disruption. *We don't just recommend AI tools. We integrate them into how your sales team operates.*

Focus Areas

Coaching
Ensure every rep receives specific, actionable coaching tied to the behaviors that drive your sales goals.

Lead Generation
Align targeting to your ideal client and personalize outreach to drive more qualified conversations

Productivity
Reduce administrative burden by automating tasks and activity tracking, keeping sellers focused.

How it Works

1: AI Readiness Assessment
Identify where AI can most effectively improve coaching, lead generation, and productivity.

2: Prioritized, Vetted Recommendations
Align proven AI tools to your sales process, selected from trusted vendors to eliminate trial-and-error.

3: Implementation & Adoption Support
Configure tools, train teams, and reinforce usage through playbooks and ongoing impact reviews.

4: Sales AI Policy Development
Establish clear guidelines to ensure responsible, consistent AI use across your sales organization.

Click on a Free AI Readiness Assessment.

Gain a clear view of where AI in sales can make the biggest impact.

jyahnite@salesxceleration.com 412 683 1889

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Click here for more Information

Prepare for the 2027 Annual Enrollment Period (AEP): October 15th through December 7th

Will your Medicare plan still meet your needs? AEP is the time to make changes to Medicare Advantage plans and Part D (prescription) plans, if needed.

- Be sure to review your Annual Notice of Change (ANOC) from your insurer for details about changes to your plan for the upcoming year.
- Review premiums and copays for 2027.
- Check for possible network changes to your providers and hospitals.

2027 Part D (Prescription) Updates:

- Maximum out-of-pocket cap: $2400
- Deductible: $700

For more information, visit www.mybenefitadvisor.com/medicare.

My Benefit Advisor is a licensed health insurance agency and is not affiliated with or endorsed by the government or Federal Medicare Program.

The Productivity Dividend of Better Benefits

Employee benefits are often evaluated based on cost, utilization, or annual renewal increases. However, one of the most important measures of a benefits strategy may be its impact on workforce productivity.

Employees who struggle with physical health issues, financial stress, or access to care often bring those challenges to work. Delayed medical treatment, unmanaged chronic conditions, and concerns about healthcare costs can contribute to absenteeism, distraction, and reduced performance. Conversely, employees who have access to affordable healthcare, preventive services, mental health resources, and financial support programs are often better positioned to remain healthy, engaged, and productive. The result is a workforce that is more focused, resilient, and capable of performing at a higher level.

This productivity dividend can be difficult to measure directly, but its impact is real. Improved attendance, lower turnover, greater engagement, and higher employee satisfaction can all contribute to stronger organizational performance.

Many employers increasingly recognize that benefits are not simply an expense to manage. They are an investment in the workforce itself. By supporting employee well-being and reducing barriers to care, organizations can create value that extends well beyond healthcare costs.
In today's competitive labor market, better benefits may not only improve employee health but also improve business performance.

The African American Chamber of Commerce offers its members access to My Benefit Advisor as a solution for employee benefits, including voluntary offerings. For more information about My Benefit Advisor, visit our website at aacc.mybenefitadvisor.com or contact Craig Pritts at (800) 377-3539.



In the New Pittsburgh Courier

Member Urban League of Greater Pittsburgh launches "Empowerment A.I." to equip youth for the future of Artificial Intelligence.

Congratulations to members Emeka Onwugbenu, Michael Pattillo, and James Williams III for being a Men of Excellence Honoree.

In the Pittsburgh Business Times

Congratulations to members Donminika Brown, Jason Brown, Kendra Whitlock Ingram, Monique McIntosh, and Jane Werner for being a 2026 C-Suite Award Honoree.

Thank you to member Petra Mitchell, President & CEO of Catalyst Connection for serving as an expert to "Demystifying Data Centers: The Truth Behind AI's Infrastructure Needs".

Congratulations to member Kamin Science Center for opening their new "Science of Speed" exhibition.

Thank you to member Rob Cherry, Chief Executive Officer for Partner4Work for his interview on "Transforming Regional Workforce Strategy".

Congratulations to member AHN for creating an In-House Surgical Tech Program to address critical shortages for surgical technicians.

Congratulations to member Auberle for their successful YouthBuild program now in its second year.

Employment Staffing Opportunities

Davis Consulting Solutions

You can now discover pre-screened candidates ready to join your team through our innovative new hiring solutions.

Our three-tiered approach empowers you to hire faster—with built-in coaching—so you can identify and onboard top candidates in record time.

- Reduce your hiring headaches.
- Reduce scrambling to schedule interviews.
- Reduce the effort of sifting through overwhelming stacks of resumes.

Just pre-screened candidates ready to join your team.

Visit our website to fill that new vacancy Click Here

Career Opportunities

Logix Guru
Sales Leader – Software Development & IT Staffing
Murrysville, PA (Greater Pittsburgh) | Full-Time

Logix Guru is looking for an experienced Sales Leader to join our growing team and help expand our Software Development and IT Staffing business.

For over 25 years, Logix Guru has been a trusted technology partner, helping organizations with IT staffing, software development, cloud engineering, data analytics, and digital assurance solutions. We work with leading companies across healthcare, banking, manufacturing, life sciences, and technology.

As our Sales Leader, you will play a key role in driving revenue growth by identifying new opportunities, building strong client relationships, and leading the sales process from prospecting through closing. You will collaborate closely with our technical teams to deliver solutions that address real business challenges.

What You'll Do:
Develop and execute sales strategies to grow our IT Staffing and Software Development services.
Build relationships with enterprise clients, decision-makers, and strategic partners.
Identify, qualify, and close new business opportunities.
Partner with delivery teams to create effective technology solutions.
Achieve sales goals while representing Logix Guru's values and commitment to excellence.

What We're Looking For:
Proven experience in IT services, software development, staffing, or technology consulting sales.
Strong understanding of technology solutions and staffing models.
Excellent communication, relationship-building, and negotiation skills.
A self-driven, entrepreneurial mindset with a passion for growth.

Why Join Logix Guru?
25+ years of proven success in the technology industry.
Opportunity to work with respected organizations and enterprise clients.
A collaborative culture where your ideas and contributions make an impact.
Strong growth potential within a growing global organization.
If you are a motivated sales professional looking for an opportunity to build relationships, drive growth, and make a meaningful impact, we would love to connect with you.

Logix Guru

Enterprise Sales Executive – IT Staffing & Digital Engineering
Murrysville, PA (Greater Pittsburgh) | Full-Time

Logix Guru is seeking a motivated and experienced Enterprise Sales Executive to join our growing team and help expand our IT Staffing and Digital Engineering solutions.

Since 2000, Logix Guru has been a trusted technology partner, delivering solutions in Application Engineering, Cloud Engineering, Data & Analytics, DevOps, Low Code Development, and Digital Assurance to organizations across healthcare, finance, manufacturing, and software industries.
As an Enterprise Sales Executive, you will focus on identifying new business opportunities, building relationships with key decision-makers, understanding client challenges, and delivering tailored technology solutions that create measurable value.

This role is ideal for a sales hunter who enjoys building pipelines, developing enterprise relationships, and consistently exceeding sales goals.

Key Responsibilities:
Identify and develop new business opportunities through prospecting, networking, referrals, and market research.
Build relationships with C-level executives, hiring managers, and key stakeholders.
Manage the full sales cycle, including presentations, proposals, negotiations, and closing.
Develop account strategies and create solutions aligned with client business needs.
Partner with technical teams to ensure successful delivery and client satisfaction.
Maintain a strong sales pipeline and achieve revenue targets.

What We're Looking For:
Proven success in consultative sales within IT services, software development, staffing, or technology solutions.
Strong understanding of IT/Digital Engineering solutions and the ability to communicate business value.
Excellent communication, presentation, and negotiation skills.
Self-driven, relationship-focused, and comfortable working independently.
Experience selling IT solutions in the Pittsburgh market is a plus.
Experience in healthcare, financial services, or IT staffing is highly preferred.

Why Join Logix Guru?

Over 25 years of success in the technology industry.
Opportunity to work with leading organizations across multiple industries.
Competitive salary, commission structure, and benefits package.
Collaborative environment with strong growth opportunities.
Health, dental, and vision insurance, SIMPLE IRA matching, paid time off, and holidays.

If you are a results-driven sales professional who enjoys building relationships and winning new business, we would love to hear from you.

For more information click here

Pittsburgh Regional Transit

Pittsburgh Regional Transit is seeking a Assistant Director – Grants Administration to assist the Director with managing Pittsburgh Regional Transit's (PRT) grants, and capital programs including preparation, maintenance and monitoring of capital budgets; monitoring of major capital projects; preparation of grant applications and related reports for federal, state and local capital funding; and manages the expenditure of said capital funds. To assist the Director with the monitoring of all accounting entries associated with PRT's capital trial balances. To represent the PRT's interest at local, state and federal levels to support transit funding programs.

Essential Functions:

- Oversees expenditures of capital grant funds in accordance with grant regulations, procedures and PRT policy.
- Approves weekly FTA ECHO draw-down requests for capital pay-cycles that include federal payments by check, ACH payments, and wires.
- Oversees and coordinates all phases of the PRT's FTA Triennial Reviews.
- Analyzes and develops funding policies in the interest of PRT. Forecasts grant funding for capital programs. Plans and makes decisions regarding the allocation of grant funding and capital expenditures and conveys that information as appropriate to other divisions at PRT. Reviews capital grants accounting policies and procedures, and makes modifications when necessary to ensure compliance with County, State, and Federal regulations, as needed.

Job requirements include:

- BA/BS degree in Business Administration, Accounting, or directly related area from an accredited school.
- Minimum of seven (7) years of experience with federal, state, and local grant administration, grant accounting, capital asset accounting, grant development and grant reporting.
- Minimum of three (3) years supervisory experience.
- Effective and professional communication skills.
- Valid PA driver's license.
- Availability for overnight traveling.
- Ability to coordinate various complex work assignments on short notice.
- Ability to function in a rapidly changing work environment.
- Ability to interpret, analyze and create complex federal and state funding formulas.
- Demonstrated ability in the use of Windows, and Microsoft Word and Excel. Required to become proficient in the use of FTA's web-based electronic grant program (TrAMS), PennDOT's eGrant system, and become familiar with PRT's PeopleSoft Financial Programs.

Preferred attributes:

- Proficient in the use of PeopleSoft FMIS (Projects, General Ledger, Reporting)

(Annual Salary $105,200 - $$157,800)

We offer a comprehensive compensation and benefits package. Interested candidates should forward a cover letter (with salary requirements) and resume to:

Keith Marrow
Employment Department
345 Sixth Avenue, 3rd Floor
Pittsburgh, PA 15222-2527
KMarrrow@RidePRT.org
EOE

Pittsburgh Community Broadcasting Corporation

We have several openings at PCBC. If you are interested in working for our organization please click here to view our open positions.

WE'RE HIRING! >>>

SITE SUPERINTENDENT / SITE QUALITY CONTROL MANAGER



PROJECTS IN BLAIR COUNTY, PENNSYLVANIA

COMMERCIAL & GOVERNMENT CONSTRUCTION

LEADERSHIP. QUALITY. SAFETY. RESULTS.

LEAD. BUILD. DELIVER EXCELLENCE.

Build your career with a well-established construction firm in the Mid-Atlantic region.

Oversee daily construction operations, lead subcontractors, ensure quality and safety, and deliver projects on time and on standard. Work closely with project teams and stakeholders to build success—together.

QUALIFICATIONS

- Strong leadership, scheduling, and project coordination skills
- Experience managing construction site operations and subcontractors
- Knowledge of construction safety standards and industry best practices
- Ability to read and interpret blueprints and technical specifications
- Excellent communication, organizational, and problem-solving abilities
- Proven experience in construction management or site supervision
- Ability to work collaboratively in a fast-paced field environment
- OSHA certification and valid driver's license preferred
- High school diploma or equivalent required; additional technical education is a **plus**

KEY RESPONSIBILITIES

- Oversee daily jobsite operations and construction activities
- Coordinate subcontractors, vendors, and field personnel
- Ensure projects remain on schedule and within quality standards
- Maintain compliance with safety regulations and company policies
- Review and interpret blueprints, specifications, and project plans
- Conduct site inspections and monitor construction progress
- Resolve onsite issues and communicate updates with project teams
- Maintain professional relationships with clients, inspectors, and stakeholders
- Support quality control documentation and reporting requirements

PREFERRED QUALIFICATIONS

- Experience serving as a Quality Control Manager on commercial or government projects
- Ability to obtain or complete the U.S. Army Corps of Engineers Construction Quality Management for Contractors certification (2-day training provided by employer if needed)

GREAT BENEFITS. STRONG FUTURE.

EMPLOYER-PAID Medical, Dental, Vision, and Life Insurance

FULL-TIME, ON-SITE OPPORTUNITY with long-term growth potential

SUPPORTIVE TEAM ENVIRONMENT with experienced construction professionals

READY TO BUILD YOUR FUTURE?
APPLY TODAY!

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EXECUTIVE ADMINISTRATIVE PROFESSIONAL

FULL-TIME OPPORTUNITY

COMPENSATION
based on experience
$60,000 – $80,000

LOCATION
Armstrong County, PA

Join Our Leadership Team!

A career-building opportunity supporting executive leadership with innovation, operations, and growth.

WHAT YOU'LL DO

EXECUTIVE & STRATEGIC SUPPORT

- Prepare presentations, reports, and confidential materials
- Manage executive schedules, priorities, and travel
- Act as a key liaison between leadership and teams

OPERATIONS & BUSINESS SUPPORT

- Oversee daily office/lab operations
- Coordinate vendors, equipment, and facility needs
- Assist with budgeting and expense tracking

DATA & PROCESS COORDINATION

- Maintain project tracking and research databases
- Organize documentation and internal resources
- Improve systems, workflows, and efficiency

WHAT WE'RE LOOKING FOR

- Bachelor's degree (or equivalent experience)
- Experience supporting executives or leadership teams
- Strong Microsoft Office skills (Excel, PowerPoint, Word)
- Highly organized with strong attention to detail
- Excellent communication & professionalism
- Ability to handle confidential information
- Self-starter with a desire to grow

Why You'll Love This Role

- CLEAR PATH FOR CAREER ADVANCEMENT
- WORK CLOSELY WITH SENIOR LEADERSHIP
- BE PART OF INNOVATION & STRATEGIC INITIATIVES
- MAKE A REAL IMPACT IN A GROWING ORGANIZATION

READY TO TAKE THE NEXT STEP IN YOUR CAREER?

Let's connect!

CONTACT US TODAY!
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Advance Sourcing Concepts

FYI

FYI

Interested in Business Property in Allegheny County? Learn about property for sale in Allegheny County, property taxes, and property assessments. Go to: **realestate.alleghenycounty.us**

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