

How to Get Hiring Managers' Names at Target Companies/Employers

I have updated these online search sections of the book, namely related to Chapter 5 and Chapter 9, getting company/employer targets and contact names and decision maker names. The reason why is that technology and online search criteria changes very rapidly today. New free tools are becoming available daily to help you with your job search and you need to be aware of them.

Google is constantly changing the “way it searches” and LinkedIn is always looking for ways to limit access - you just have to try different types of legal searches to get the information you need.

NOTE: Please pay attention to the Google.com and Google.ca and Yahoo.com and Yahoo.ca in the examples-

X-Ray LinkedIn using Google and Yahoo to get contact names

Why should you do this?

You can find professionals BEYOND your 3rd degree network, this means they do not have to be in your network and you can still get their contact names, because LinkedIn (for now) allows search engines to spider (index) all its profiles. By using the search strings below you now have access to 10s of millions additional profiles and contact names.

Search 6 from book: *Get names by “Job Title” and “Company name” and “location”*

Copy and paste into Google or Yahoo or click on the link:

Yahoo.com

site:www.linkedin.com intitle:linkedin “maintenance supervisor” “General Motors” “Detroit Area” -intitle:answers -intitle:updated -intitle:blog -intitle:directory -intitle:jobs -intitle:profile

Search results for Yahoo.com:


New User? Register | Sign In Make Y! My Homepage Mail

YAHOO!

1,150 results

WEB IMAGES VIDEO SHOPPING BLOGS MORE ▾

FILTER BY TIME
Anytime
Past day
Past week
Past month

 Sign in to simultaneously search Evernote, or [disable](#) this feature.

[William Hampton | LinkedIn](#)
View William Hampton's professional profile on **LinkedIn**. William Hampton Facilities **Maintenance Supervisor** at **General Motors** Location Greater **Detroit Area** Industry ...
www.linkedin.com/pub/william-hampton/15/24/77 - [Cached](#)


[Tim Clemens | LinkedIn](#)
Tim Clemens. **Maintenance Supervisor** at **General Motors** Location Greater **Detroit Area** Industry Design
www.linkedin.com/in/timjcmemensjr - [Cached](#)

[Emery \(Rick\) Zyber | LinkedIn](#)
View Emery (Rick) Zyber's professional profile on **LinkedIn**. Emery (Rick) Zyber **Maintenance Supervisor** at **General Motors** Location Greater **Detroit Area** Industry ...
www.linkedin.com/pub/emery-rick-zyber/14/810/16a - [Cached](#)

[Brian Hartford | LinkedIn](#)
View Brian Hartford's professional profile on **LinkedIn**. Brian Hartford **Maintenance Supervisor** at **General Motors** Location Greater **Detroit Area** Industry Automotive ...
www.linkedin.com/pub/brian-hartford/30/61/394 - [Cached](#)

[Chris Lilly | LinkedIn](#)
View Chris Lilly's professional profile on **LinkedIn**. Chris Lilly **maintenance supervisor** at **General Motors** Location Greater **Detroit Area** Industry Automotive Join ...
www.linkedin.com/pub/chris-lilly/31/14a/6b3 - [Cached](#)

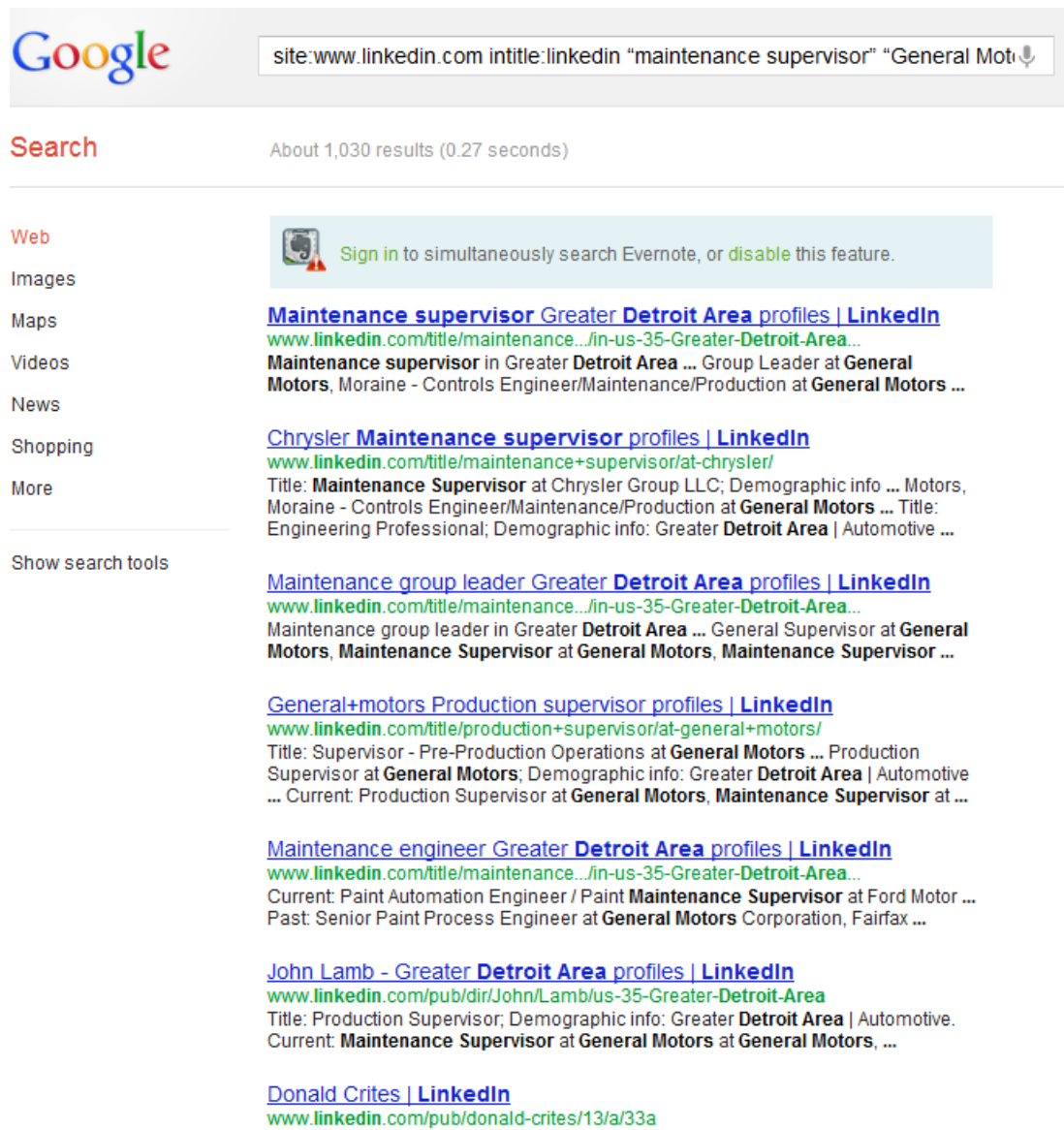
[Arthur Newby | LinkedIn](#)
Maintenance Group Leader at **General Motors** Location Greater **Detroit Area** ... **Maintenance Supervisor** at **General Motors**; **Maintenance Supervisor** at Auto Alliance ...
www.linkedin.com/in/arthurnewby - [Cached](#)



Copy and paste into Google.com or Google.ca

site:www.linkedin.com intitle:linkedin "maintenance supervisor" "General Motors" "Detroit Area" -intitle:answers -intitle:updated -intitle:blog -intitle:directory -intitle:jobs -intitle:profile

Search results, **Google.com** -results using *site:www.Linkedin.com*





I prefer doing searches with both Yahoo and Google because often you will get different results using the different search engines. Make sure to check out the search results beyond page especially for Google.

OR you can also use `inurl:linkedin.com` instead of `site:www.linkedin.com`

***inurl:LinkedIn.com*, instead of *site:www.Linkedin.com* (I prefer for Google searches substituting *inurl:LinkedIn.com* for *site:www.linkedin.com* usually will give you different tighter results.)**

inurl:LinkedIn.com intitle:linkedin "maintenance supervisor" "General Motors" "Detroit Area" -intitle:answers -intitle:updated -intitle:blog -intitle:directory -intitle:jobs -intitle:profile


Google results using `inurl` for search above in Google.com (NOT Google.ca- will give you different results):



Search About 1,050 results (0.12 seconds)

Web
Images
Maps
Videos
News
Shopping
More

Show search tools

Sign in to simultaneously search Evernote, or [disable](#) this feature.

[Maintenance supervisor Greater Detroit Area profiles | LinkedIn](#)
www.linkedin.com/title/maintenance.../in-us-35-Greater-Detroit-Area...
Maintenance supervisor in Greater **Detroit Area** ... Group Leader at **General Motors**, Moraine - Controls Engineer/Maintenance/Production at **General Motors** ...

[Chrysler Maintenance supervisor profiles | LinkedIn](#)
www.linkedin.com/title/maintenance+supervisor/at-chrysler/
Title: **Maintenance Supervisor** at Chrysler Group LLC; Demographic info ... Motors, Moraine - Controls Engineer/Maintenance/Production at **General Motors** ... Title: Engineering Professional; Demographic info: Greater **Detroit Area** | Automotive ...

[Mark Greggersen | LinkedIn](#)
www.linkedin.com/in/markgreggersen
Greater Detroit Area - Project Engineer at Autoliv
Maintenance Supervisor. General Motors. Public Company; 10001+ employees; GM; Automotive industry. November 2004 – April 2005 (6 months) ...

[Maintenance group leader Greater Detroit Area profiles | LinkedIn](#)
www.linkedin.com/title/maintenance.../in-us-35-Greater-Detroit-Area...
Maintenance group leader in Greater **Detroit Area** ... General Supervisor at **General Motors**, **Maintenance Supervisor** at **General Motors**, **Maintenance Supervisor** ...

[Allen Aho, PMP | LinkedIn](#)
www.linkedin.com/in/allenaho
Greater Detroit Area - Senior Project Manager (PMP) seeking new opportunities in capital equipment, powertrain, plant engineering and BIW.
Location: Greater **Detroit Area**; Industry: Industrial Automation ... Senior Plant Engineer at **General Motors**; **Maintenance Supervisor** at **General Motors**; Plant ...

[Maintenance manager Greater Detroit Area profiles | LinkedIn](#)
www.linkedin.com/title/maintenance.../in-us-35-Greater-Detroit-Area...
Maintenance manager in Greater **Detroit Area** ... Past: Facilities **Maintenance Supervisor** at Grubb & Ellis, Maintenance Manager at Devon Facility ... Plant/Facilities Engineer at Chrysler LLC, Per diem supervisor/electrician at **General** ...

Additional Search 6 Example: By “Job Title” and “Company name” and “location”

For example to find the names of Vice Presidents that work at or worked for Manulife in the Toronto area in a Vice President capacity - run the following search (or click on Link works for Yahoo.com NOT Yahoo.ca):

site:www.linkedin.com intitle:linkedin "Vice President" "Manulife"
"Greater Toronto Area" -intitle:answers -intitle:updated -intitle:blog -intitle:directory -intitle:jobs -
intitle:profile

Copy above string and paste EXACTLY into Yahoo.com (Not Yahoo.ca) Customize for your keywords but maintain integrity of the search string.

Results for Yahoo.com:

YAHOO! 34 results

FILTER BY TIME
Anytime
Past day
Past week
Past month

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Sign in to simultaneously search Evernote, or [disable](#) this feature.

[Kent Armstrong | LinkedIn](#)
Assistant Vice President, Corporate Human Resources at Manulife Financial ... to non-profit organizations in the **greater Toronto area**.
www.linkedin.com/pub/kent-armstrong/11/90/ab0 - [Cached](#)

[Lorna Ferguson | LinkedIn](#)
Fully accountable to the Senior Vice President of Canada ... AVP Administration Manulife Financial ... GTACC - Greater Toronto Area Contact Centre Association
www.linkedin.com/pub/lorna-ferguson/3/4b3/a6a - [Cached](#)

[Paul Langer | LinkedIn](#)
... as one of the foremost leasing agents in the **Greater Toronto Area**. ... Leasing Director at Manulife Financial; Chris Denda Vice President, Corporate Real Estate...
www.linkedin.com/pub/paul-langer/8/aa9/317 - [Cached](#)

[lilac cana profiles | LinkedIn](#)
Independent Business Owner at ACN, Vice-President ... MGA); serving 800+ clients in the **Greater Toronto Area** through products and services from trusted companies: Manulife ...
www.linkedin.com/pub/dir/lilac/cana - [Cached](#)

[Lilac Caña | LinkedIn](#)
Vice-President, Special Projects -- MABUHAY ... MGA); serving 800+ clients in the **Greater Toronto Area** through products and services from trusted companies: Manulife ...
www.linkedin.com/in/lilaccana - [Cached](#)

[catherine macdonald profiles | LinkedIn](#)
... Manager at David Aplin & Associates, Vice President ... within Spiritualist churches in the **Greater Toronto Area** ... Manager, Client Technology Solutions at Manulife

inurl:linkedin.com intitle:linkedin "Vice President" "Manulife" "Greater Toronto Area" -
intitle:answers -intitle:updated -intitle:blog -intitle:directory -intitle:jobs -intitle:profile

Results for same search in Google.ca (NOT Google.com):

Google

inurl:linkedin.com intitle:linkedin "Vice President" "Manulife" "Greater Toronto Area"

Search

About 222 results (0.24 seconds)

Web

Images

Maps

Videos

News

More

Ottawa, ON

Change location

The web

Pages from Canada

More search tools

Sign in to simultaneously search Evernote, or [disable](#) this feature.

[Kent Armstrong - Canada | LinkedIn](#)
[ca.linkedin.com/pub/kent-armstrong/11/90/ab0](#)
Toronto, Canada Area - Human Resources Consultant
Assistant **Vice President**, Corporate Human Resources at **Manulife** Financial ...
consulting services to non-profit organizations in the **greater Toronto area**.

[Kurt Rosentreter, CA, CFP, CLU, TEP, FCSI - Canada | LinkedIn](#)
[ca.linkedin.com/in/kurtrosentreter](#)
Toronto, Canada Area - Senior Financial Advisor, Chartered Accountant & National Best Selling Financial Author
Senior Financial Advisor at **Manulife** Securities Incorporated; Certified Financial Planner at **Manulife** Securities Insurance Inc. Past: **Vice President** at Ernst ...

[Walter Lee - Canada | LinkedIn](#)
[ca.linkedin.com/pub/walter-lee/1b/720/304](#)
Toronto, Canada Area - Banking Consultant, Manulife One
Walter Lee is an employee of **Manulife** Bank & Trust, specializing in the ... and analysts to senior management positions in the **Greater Toronto Area**. ... Walter Lee, **Vice-President**, Marketing and Enrollment at Yorkville Education Company ...

[Nathalie Nelson - Canada | LinkedIn](#)
[ca.linkedin.com/in/nathalienelson](#)
Manulife Financial- Contact Centre Manager at **Manulife** Financial. Past. Operations Manager ... GTACC - **Greater Toronto Area** Contact Centre Association logo ...

[Brian Gregoire - Canada | LinkedIn](#)
[ca.linkedin.com/in/bggregoire](#)
Toronto, Ontario, Canada - Certified Internet Consultant & Business Coach
President at B J Gregoire & Associates Inc. Account Executive at **Manulife** Financial.

NOTE: Difference in results - 31 for Yahoo.com and **222 results for Google.ca**

NOTE: Copy string exactly and change words to fit your search - make sure to respect integrity of the string and also to click on repeat the search with the omitted results included if it shows up and at the end of your search results.

NOTE: If in Canada try both Google.ca and Goole.com and Yahoo.ca and Yahoo.com, and try both site:www.linkedin.com and inurl:Linkedin.com

Search 7: Getting contact names/profiles in LinkedIn for *similar job titles, industry: sub-category and city*

For Example: If you are a design engineer specializing in the design of medical devices in the New York City area and you want to get the names of Directors or higher-ups to contact.

site:www.linkedin.com intitle:linkedin ("Director Hardware" OR "Design Director") "Medical Devices" "greater new york city area" -intitle:answers -intitle:updated -intitle:blog -intitle:directory -intitle:jobs -intitle:profile

Results for Yahoo.com (NOT Yahoo.ca) search result, 3660 results:

YAHOO!

3,380 results

WEB IMAGES VIDEO SHOPPING BLOGS MORE

FILTER BY TIME
Anytime
Past day
Past week
Past month

Sign in to simultaneously search Evernote, or [disable](#) this feature.

[Richard \(Dick\) Gordon - Greater New York City Area profiles ...](#)
Greater New York City Area | Medical Devices Current: CFO at K2 Energy Solutions ...
Design Director at Pistachio, Graphic Designer at Aveda, Graphic ...
[www.linkedin.com/.../Gordon/us-70-Greater-New-York-City-Area](#) - [Cached](#)

[Marc Horowitz - Greater New York City Area profiles | LinkedIn](#)
Greater New York City Area | Medical Devices Current: ... Creative Director at Fluid
Editorial and Design, Director ...
[www.linkedin.com/.../us-70-Greater-New-York-City-Area](#) - [Cached](#)

[Rich Gordon - Greater New York City Area profiles | LinkedIn](#)
Greater New York City Area | Medical Devices Current: CFO at K2 Energy Solutions ...
Design Director at Pistachio, Graphic Designer at Aveda, Graphic ...
[www.linkedin.com/.../Gordon/us-70-Greater-New-York-City-Area](#) - [Cached](#)

[robert cathcart profiles | LinkedIn](#)
Greater New York City Area | Medical Devices Current: COO at Hyperbranch Medical
Technology ... at ADDITIVE Design Group, Inc. (Sole Proprietorship), Design Director ...
[www.linkedin.com/pub/dir/robert/cathcart](#) - [Cached](#)

[Sarah Wolf - Greater New York City Area profiles | LinkedIn](#)
Creative Design Director at Carole Hochman Design Group Demographic info Greater
New York City Area | Apparel ... Greater New York City Area | Medical Devices
Current: Wedding ...
[www.linkedin.com/.../Wolf/us-70-Greater-New-York-City-Area](#) - [Cached](#)

[Michael Abbruzzese - Greater New York City Area profiles ...](#)
Greater New York City Area | Medical Devices Current: Full Line Sales ... Photography
and Product Design Director at Coco Events Demographic info Greater New York City
Area | ...
[www.linkedin.com/.../us-70-Greater-New-York-City-Area](#) - [Cached](#)

Note: Remember to remove the word “city” from your search (unless you are searching New York City, or Kansas City etc...) if you are seeking a search for example in Boston – you would enter “Greater Boston Area” NOT “Greater Boston City Area”


Search 7: variations to get all contact names with similar job titles using a “wildcard”.

For Ex: You want all the contact names at Ford Motor in the Toronto area with the word Project in their job title.

These titles can vary from Director Projects, Project Manager, Project engineer, Project Co-ordinator, Project Leader, Project Specialist, Manager Project Engineering and so on - this search will capture all the variations. Notice the “wildcard” after the word Project namely *, the star symbol, this means when written like this “Project *” search result must contain the word Project with any other word twinned to it for any job title entry in the persons LinkedIn profile and also search “* Project”.

inurl:linkedin.com intitle:linkedin ("* Project" OR "Project *") "Ford Motor" "Toronto area" -intitle:answers -intitle:updated -intitle:blog -intitle:directory -intitle:jobs -intitle:profile

Results for Google.ca (NOT Google.com) Search 434 Results:



Search About 434 results (0.39 seconds)

Web

Images

Maps

Videos

News

More


Ottawa, ON

Change location

The web

Pages from Canada

More search tools

 Sign in to simultaneously search Evernote, or [disable](#) this feature.

[The+climate+project Presenter profiles | LinkedIn](#)
www.linkedin.com/title/presenter/at-the+climate+project/
Presenters at The+climate+project are on LinkedIn. ... **Toronto Area** Coordinator at Ontario Liberal Party, Director at Working Skills Centre, Co-Chair ... LLC, Six Sigma Blackbelt at **Ford Motor** Company, Program Manager - IT Offshore Software ...

[Gregory Scott Jr. profiles | LinkedIn](#)
www.linkedin.com/pub/dir/Gregory/Scott+Jr.
Current: Founder | CFO at C-Suite Leaders in the Greater **Toronto Area**; Past: CFO at ... Marketing Manager - Export & Growth Operations at **Ford Motor** Company; Past: ... Past: **Project Manager** at Agile 1, Senior Technical Recruiter at At-Tech, ... Co-Founder and Producer at **STEALFOCUS Creations, Project Consultant** at ...

[Jamil Ahsan - Canada | LinkedIn](#)
ca.linkedin.com/in/jamilahsan
Toronto, Canada Area - Report Analyst at 407 ETR
(Special **Project** at **Ford Motor** Company) ... Diploma, **MS Project, Project+** (COMPTIA), MS Visio, Crystal Reporting, MS Office. 2007 – ... **COMPTIA Certification, Project Plus** ... GTACC - Greater **Toronto Area** Contact Centre Association logo ...

[Bashir Ahmed - Canada | LinkedIn](#)
ca.linkedin.com/pub/bashir-ahmed/21/b10/56b
Toronto, Canada Area - Senior Business Systems Analyst at GlaxoSmithKline
Expert in applications/database development and **Project Management** in a wide ... solution successfully at **Ford Motor** Company and General Motors in Canada ... This system was used for Hibernia Offshore oil production facility and Sable Island **offshore energy project**. ... IT Opportunities GTA - (Greater **Toronto Area**) logo ...

[Amit Jain - Canada | LinkedIn](#)

NOTE: Remember Copy string exactly and drop into Google- -customise for your keywords, and remember to click on repeat the search with the omitted results included.

Search 8: Getting names of decision makers at small employers within a specific industry and within a specific region or location

Search for: “Industry name/keyword” testimonials “area code OR area code OR Area Code”
“Variations of Decision Maker Titles separated with OR” -reviews

For Ex: To find small landscaping businesses in the Toronto area and as a bonus get the contact name of decision makers:

Ex Search string to enter into Google:

Landscaping testimonials "416 OR 647 OR 905 OR 289" -reviews "Owner OR President OR General Manager OR Director OR Proprietor"

The screenshot shows a Google search interface with the search query: "Landscaping testimonials '416 OR 647 OR 905 OR 289' -reviews 'Owner OR P". The search results show approximately 130,000 results in 0.38 seconds. On the left sidebar, there are links for Web, Images, Maps, Videos, News, and More. Below these are links for Ottawa, ON, Change location, The web, Pages from Canada, and More search tools. The main search results area displays several links to landscaping businesses and their testimonials, including SNIPS, Winsome Landscaping Design Group, Crystal Lawn Care Toronto, Permagreen Landscaping, and The Excavators. Each result includes a brief description of the business and its services.

Google

Landscaping testimonials "416 OR 647 OR 905 OR 289" -reviews "Owner OR P

Search

About 130,000 results (0.38 seconds)

Web

Images

Maps

Videos

News

More

Ottawa, ON

Change location

The web

Pages from Canada

More search tools

Sign in to simultaneously search Evernote, or [disable](#) this feature.

[Contact Us | Landscaping Services | SNIPS](#)
www.snips.ca/ContactUs.aspx
... landscaping queries. Email us at info@snips.ca or contact us by phone at 905-892-9690. ... Meet the Team - **Testimonials** - Green Thumb Blog ... Kristi Montovani – **General Manager / Landscape Designer**: kristi@snips.ca. Alena Dawson ...

[Testimonials - Winsome Landscaping Design Group](#)
www.winsomelandscaping.com/testimonials.html
With over 20 years of garden landscaping experience, we have provided landscape services to many clients over our years in business. Here are what some of our past landscaping clients have to say about ... **General Manager** ... ON L5K 2C8 Tel: (416)716-0084 Tel:(416)838-3183 info@winsomelandscaping.com CHINA ...

[Testimonials of Clients - Crystal Lawn Care Toronto](#)
www.crystallawncare.ca/testimonials.html
Testimonials. Click Here to view the full **Testimonial** ... JCE SERVICE 255 Dundal St~e1 West Toronto, Ontario MST 2WS Tel **416-808-S286** Fa. **416-808-5202** ...

[Contact Permagreen Landscaping](#)
www.permagreen-landscaping.com/contact.html
Contact information for Permagreen Lawn & Landscape. ... Office Phone - 763-416-2183. Pat Hamer - Sales ... Wayne Austin - **General Manager** - 612-685-4104 ...

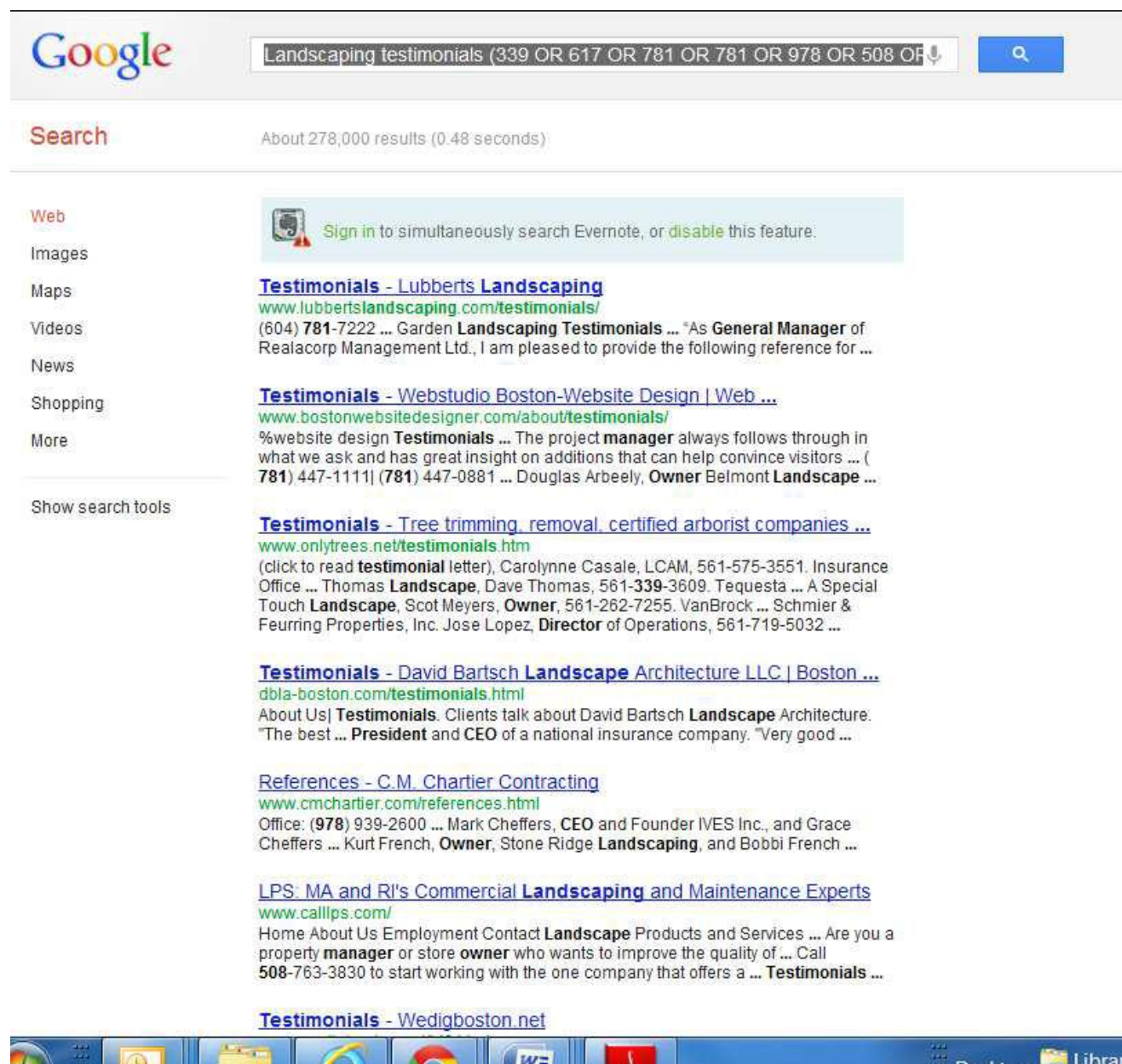
[The Excavators - Testimonials...](#)
gtaexcavators.com/testimonials
ph: 416 565 9249 ... Frank Blanchet, **General Manager**, Betz Pools. ... The Excavators will be back to do the fine grade and heavy landscape work as well.

[Testimonials - Barter Network](#)

Same search as above but for Boston Area on Google.com: To find small landscaping businesses in the Boston area and as a bonus get the contact name of decision makers:

Cut and Paste the following into Google.com:

Landscaping testimonials (339 OR 617 OR 781 OR 781 OR 978 OR 508 OR 774 OR 857) - reviews (Owner OR President OR General Manager OR Director OR Proprietor OR CEO)



The screenshot shows a Google search interface with the query "Landscaping testimonials (339 OR 617 OR 781 OR 781 OR 978 OR 508 OR)". The search results are displayed on the right, and a sidebar on the left lists search categories like Web, Images, Maps, Videos, News, Shopping, and More. A notification banner at the top of the results area encourages signing in to Evernote.

Search About 278,000 results (0.48 seconds)

Web

Sign in to simultaneously search Evernote, or **disable** this feature.

Testimonials - Lubberts Landscaping
www.lubbertslandscaping.com/testimonials/
 (604) 781-7222 ... Garden **Landscaping Testimonials** ... "As **General Manager** of Realacorp Management Ltd., I am pleased to provide the following reference for ...

Testimonials - Webstudio Boston-Website Design | Web ...
www.bostonwebsitedesigner.com/about/testimonials/
 %website design **Testimonials** ... The project **manager** always follows through in what we ask and has great insight on additions that can help convince visitors ... (781) 447-1111| (781) 447-0881 ... Douglas Arbeely, **Owner** Belmont **Landscape** ...

Testimonials - Tree trimming, removal, certified arborist companies ...
www.onlytrees.net/testimonials.htm
 (click to read **testimonial** letter), Carolynne Casale, LCAM, 561-575-3551. Insurance Office ... Thomas **Landscape**, Dave Thomas, 561-339-3609. Tequesta ... A Special Touch **Landscape**, Scot Meyers, **Owner**, 561-262-7255. VanBrock ... Schmier & Feuring Properties, Inc. Jose Lopez, **Director** of Operations, 561-719-5032 ...

Testimonials - David Bartsch Landscape Architecture LLC | Boston ...
dbla-boston.com/testimonials.html
 About Us| **Testimonials**. Clients talk about David Bartsch **Landscape** Architecture. "The best ... **President** and CEO of a national insurance company. "Very good ...

References - C.M. Chartier Contracting
www.cmchartier.com/references.html
 Office: (978) 939-2600 ... Mark Cheffers, **CEO** and Founder IVES Inc., and Grace Cheffers ... Kurt French, **Owner**, Stone Ridge **Landscaping**, and Bobbi French ...

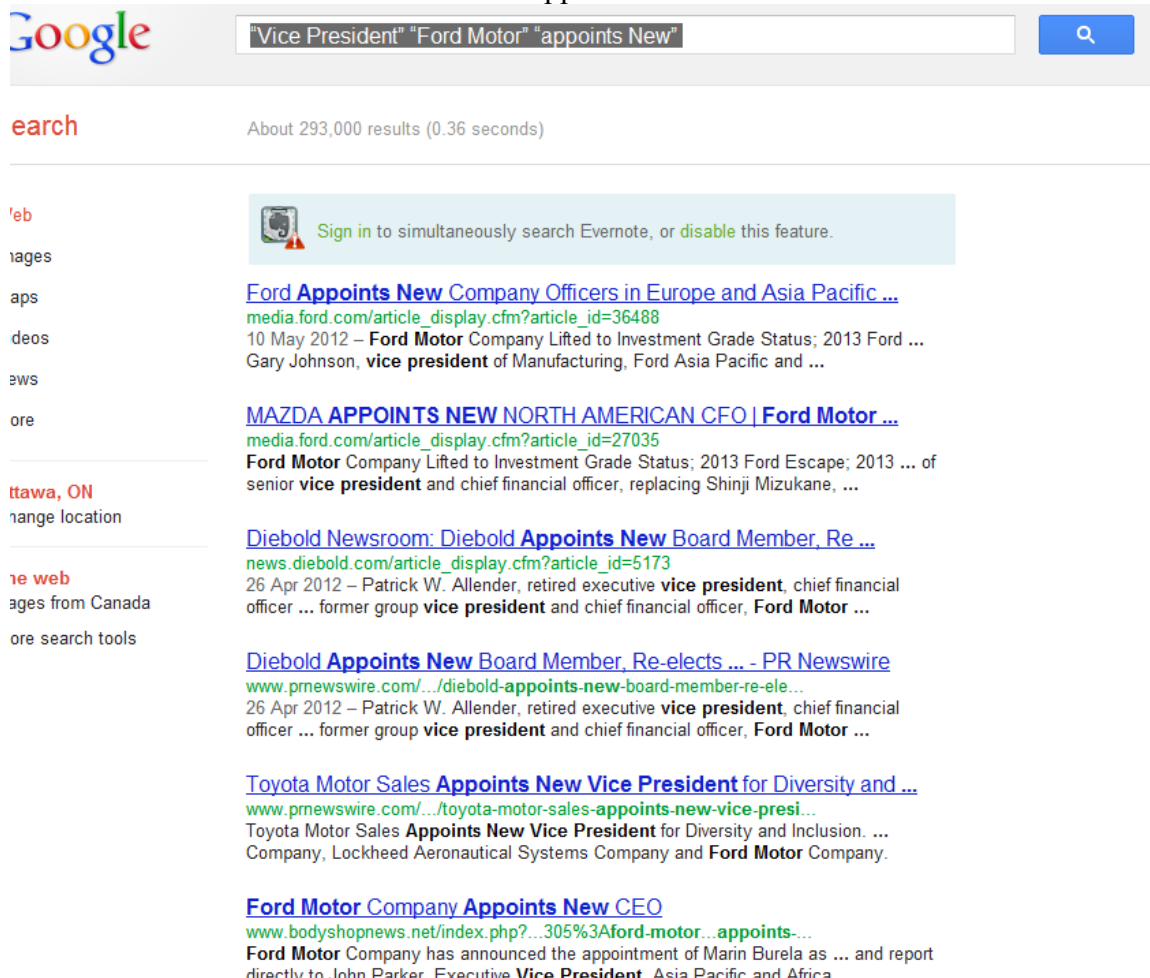
LPS: MA and RI's Commercial Landscaping and Maintenance Experts
www.callips.com/
 Home About Us Employment Contact **Landscape** Products and Services ... Are you a property **manager** or store **owner** who wants to improve the quality of ... Call 508-763-3830 to start working with the one company that offers a ... **Testimonials** ...

Testimonials - Wedigboston.net

General Google Search for a Decision Maker Name:

Since everyone is not in LinkedIn, it makes sense to do General Google Searches for names also because of a recent change of Manager, the information you find from above searches is no longer valid, then try a General Google Search for Names:

For Ex: "Vice President" "ford Motor" "appoints New"



The screenshot shows a Google search interface with the query "Vice President" "ford Motor" "appoints New" entered in the search bar. The search results page displays "About 293,000 results (0.36 seconds)". On the left sidebar, there are filters for "Web", "Images", "Maps", "Videos", "News", "Books", "More", "Ottawa, ON", "Change location", "Web", "Pages from Canada", and "More search tools". The main content area shows several search results, including:

- Ford Appoints New Company Officers in Europe and Asia Pacific ...**
media.ford.com/article_display.cfm?article_id=36488
10 May 2012 – Ford Motor Company Lifted to Investment Grade Status; 2013 Ford ... Gary Johnson, **vice president** of Manufacturing, Ford Asia Pacific and ...
- MAZDA APPOINTS NEW NORTH AMERICAN CFO | Ford Motor ...**
media.ford.com/article_display.cfm?article_id=27035
Ford Motor Company Lifted to Investment Grade Status; 2013 Ford Escape; 2013 ... of senior **vice president** and chief financial officer, replacing Shinji Mizukane, ...
- Diebold Newsroom: Diebold Appoints New Board Member, Re ...**
news.diebold.com/article_display.cfm?article_id=5173
26 Apr 2012 – Patrick W. Allender, retired executive **vice president**, chief financial officer ... former group **vice president** and chief financial officer, Ford Motor ...
- Diebold Appoints New Board Member, Re-elects ... - PR Newswire**
www.prnewswire.com/.../diebold-appoints-new-board-member-re-ele...
26 Apr 2012 – Patrick W. Allender, retired executive **vice president**, chief financial officer ... former group **vice president** and chief financial officer, Ford Motor ...
- Toyota Motor Sales Appoints New Vice President for Diversity and ...**
www.prnewswire.com/.../toyota-motor-sales-appoints-new-vice-presi...
Toyota Motor Sales **Appoints New Vice President** for Diversity and Inclusion. ... Company, Lockheed Aeronautical Systems Company and Ford Motor Company.
- Ford Motor Company Appoints New CEO**
www.bodyshopnews.net/index.php?...305%3Aford-motor...appoints...
Ford Motor Company has announced the appointment of Marin Burela as ... and report directly to John Parker, Executive **Vice President**, Asia Pacific and Africa

If you want to find the **Vice President in charge of customer service** try using the wildcard in this fashion, since you are never sure what the EXACT job title will be Vice President of Customer Service or Vice President, Customer Service - this way you cover all bases.

In Google for example enter:

“Vice President * Customer Service” “Ford Motor” “appoints New”

Google search result:

The screenshot shows a Google search interface with the query "Vice President * Customer Service" "Ford Motor" "appoints New" entered in the search bar. The search results show "About 370,000 results (0.19 seconds)". Below the search bar, there is a sign-in prompt for Evernote. The search results list several articles, including "Donlen Corporation Appoints New President and Chief Operating ..." from Donlen Corporation, "2003 - Monster" from about-monster.com, "Mazda N.A. Operations.(Brian Colianni promoted)(Brief Article ..." from business.highbeam.com, "Toysrus.com Announces Key Customer Service Initiatives | Business ..." from findarticles.com, and "Vice President Customer Service And Operations Profiles Board ..." from www.yatedo.com.

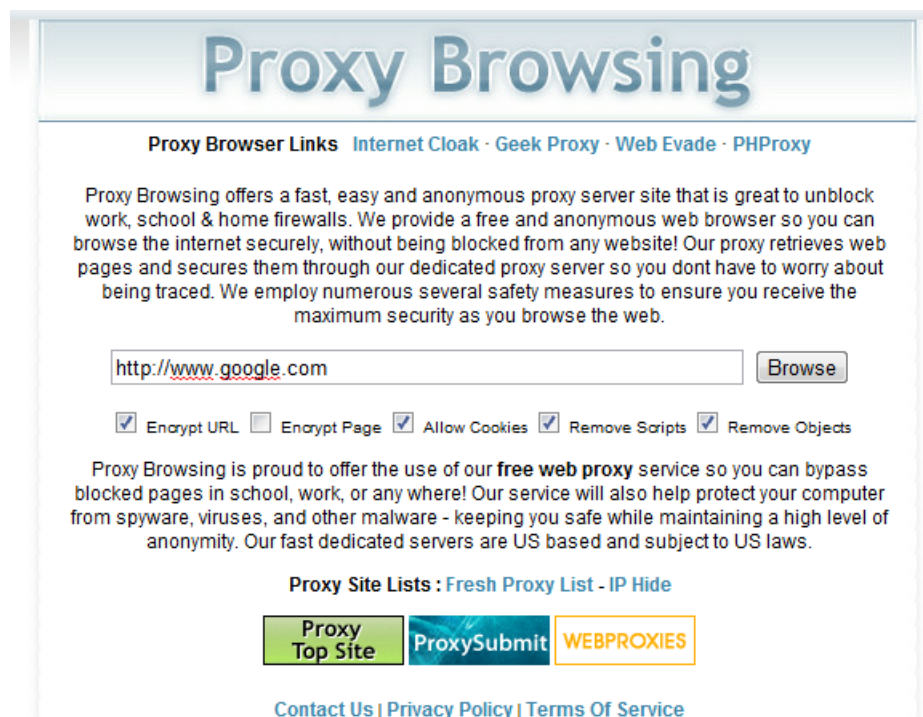
Also considering using Google News advanced search to really drill down by date.

If you still can not get names - Pick-up the phone and make the call and ask for the name of the decision maker, as explained in the book.

IF GOOGLE ACTS UP:

NOTE: Sometimes Google cuts you off when you do too many searches using inurl or site:www.linkedin.com and starts asking you to enter a [Captcha](#)
You can use a [Proxy](#) Browser to avoid this hassle.

To get best search results use a proxy browser got to <http://www.proxybrowsing.com/> and enter under http:// window - the following: www.google.com



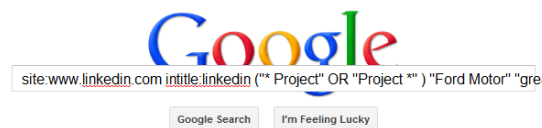
The screenshot shows the Proxy Browsing website. At the top, the title "Proxy Browsing" is displayed in a large, blue, serif font. Below the title, there is a navigation bar with links: "Proxy Browser Links", "Internet Cloak", "Geek Proxy", "Web Evade", and "PHProxy". The main content area contains a paragraph explaining the service: "Proxy Browsing offers a fast, easy and anonymous proxy server site that is great to unblock work, school & home firewalls. We provide a free and anonymous web browser so you can browse the internet securely, without being blocked from any website! Our proxy retrieves web pages and secures them through our dedicated proxy server so you dont have to worry about being traced. We employ numerous several safety measures to ensure you receive the maximum security as you browse the web." Below this text is a search bar with the URL "http://www.google.com" entered and a "Browse" button. Under the search bar, there are several checkboxes: "Enrypt URL" (checked), "Enrypt Page" (unchecked), "Allow Cookies" (checked), "Remove Scripts" (checked), and "Remove Objects" (checked). Below the checkboxes, another paragraph states: "Proxy Browsing is proud to offer the use of our **free web proxy** service so you can bypass blocked pages in school, work, or any where! Our service will also help protect your computer from spyware, viruses, and other malware - keeping you safe while maintaining a high level of anonymity. Our fast dedicated servers are US based and subject to US laws." At the bottom of the main content area, there is a section titled "Proxy Site Lists : Fresh Proxy List - IP Hide" with three buttons: "Proxy Top Site", "ProxySubmit", and "WEBPROXIES". At the very bottom, there are links for "Contact Us", "Privacy Policy", and "Terms Of Service".

Click on browse

For example: enter the following search string into the proxy browser Google Search window:

inurl:linkedin.com intitle:linkedin ("* Project" OR "Project *") "Ford Motor" "greater Toronto area" -intitle:answers -intitle:updated -intitle:blog -intitle:directory -intitle:jobs -intitle:profile

URL: [home] [clear cookies] Host Your Personal Proxy
Options: ☒ Encrypt URL ☐ Encrypt Page ☒ Allow Cookies ☒ Remove Scripts ☒ Remove Objects - Want Total Anonymity? Use Hide IP VPN



And run the search

There are other proxy browser alternatives available on this same url, if proxybrowsing.com does not work (sometimes it does not).

If Google cuts you off again, which it will, just click on Proxy top site, or Proxy submit or Webproxies pictures under the search bar at <http://www.proxybrowsing.com/>

Proxy Site Lists : [Fresh Proxy List - IP Hide](#)



[Contact Us](#) | [Privacy Policy](#) | [Terms Of Service](#)

You will get proxies in different languages, it does not matter - just enter www.google.com, and you may get a German Google however enter your search strings your results will be mostly English and you can figure them out.