

## PINNACLE EXECUTIVE SEARCH, INC.

### *Karla M. Camarata*

**President – Pinnacle Executive Search, Inc.**



*"Control your own destiny or someone else will."*

Jack Welch, Former CEO  
General Electric

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Karla has resided in New Jersey for most of her adult life and worked in the Hospitality / Restaurant Industry for 20 years before making a career change into the Staffing Industry in the late 1980's. Karla's extensive background covers 23 years in Sales, Recruiting, Management and Staffing, working with major clients in the New Jersey & New York markets.

Karla has been a Regional Manager, overseeing major accounts at various on-sites such as BMW, IBM & Donna Karan, managing successful branches and training / recruiting newcomers into the Staffing Industry. Her niche markets include Aerospace / Engineering / IT, Hospitality, Biotech / Clinical, Accounting / Financial, Mortgage / Banking, Pharmaceutical, Human Resources, Legal, Administrative & Medical Staffing. Karla has worked with Fortune 500 companies such as Novartis, Johnson & Johnson, Glaxo Smith Kline, Pepsi Cola, Tommy Hilfiger, The Wiz, Washington Mutual (WAMU), Cablevision and Metro One. Karla has bid on and been awarded contracts with the University of Medicine & Dentistry of New Jersey (UMDNJ) (Medical), Union County College, Montclair State University, Panasonic & GMAC Residential Mortgage, to name a few. Karla has handled P&L's and budgets covering \$10 - \$15 million dollar accounts and upwards. Karla's sales records have put her into the "Million Dollar Club" for several years of her career.

Karla has relocated to the Cape Canaveral area and has opened Pinnacle Executive Search, Inc. Our concentration currently is in the Biotech, Aerospace / Engineering (Space Coast), Pharmaceutical, IT, Hospitality, Accounting and Financial Industries. We are currently working on developing relationships with local Hotels, Resorts and Country Clubs in the Hospitality Sector with a concentration in Florida, Las Vegas and Arizona. Our Biotech clients are currently located in Arizona, Massachusetts, North Carolina, Pennsylvania and New Jersey. We are actively forming relationships with Engineering and Technology firms in the Florida area, specifically in the Aerospace Industry.

Pinnacle Executive Search is affiliated with the Cocoa Beach Chamber of Commerce, Convention of Visitors Bureau for Cocoa Beach and is a Certified MBE (Minority Business Enterprise) through the Office of Supplier Diversity, State of Florida. Pinnacle Executive Search is also a member of the Military Affairs Council affiliated through the Cocoa Beach Chamber of Commerce. Karla is currently teaching "Resume Writing & Interviewing Tips" at the Women's Business Center at FIT (Florida Institute of Technology) on a monthly basis.