Organizational Profile

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Personnel Concepts (PC) is in the commercial services industry, providing micro to mid-sized businesses with materials that help comply with applicable labor law compliance regulations on state, federal and local levels. Lead by Michael Nauman (CEO), the company generated over $50M in revenue last year. PC has 150 employees that fall into any of 6 key divisions. These divisions include Sales, Customer Service, Collections, Order Entry/Order Processing, Marketing, and Research. Each of these divisions contributes to the company’s overall success.

I selected this organization because I work for this company and I have an in-depth familiarity with the intricacies and operation of the business. Another reason is that I will be able to use this course to understand the systems side of the business better. This could, in essence help me do my job better.