Department Mapping Guide

Job title taxonomy for precision candidate targeting

From:	**CaliforniaWarn.com Premium Library**
Departments:	8 major functional areas
Use Case:	Convert department names to searchable titles

How to Use This Guide

WARN filings identify affected departments (Operations, Engineering, etc.) but don't list specific job titles. Use this taxonomy to convert department names into searchable LinkedIn Boolean strings.

Example: WARN filing says "Operations department affected"

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"Company" AND "City" AND (COO OR "VP Operations" OR "Operations
Specialist")
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1. Engineering & Technology

Leadership	CTO ● VP Engineering ● Director of Engineering ● Engineering Manager
Technical	Software Engineer · Senior Engineer · Staff Engineer · DevOps · SRE · Data Engineer
Keywords	engineering, software, developer, architect, DevOps, SRE, platform, technical

2. Operations & Manufacturing

Leadership	COO ● VP Operations ● Director of Operations ● General Manager ● Plant Manager
Operational	Operations Specialist · Production Supervisor · Warehouse Manager · Logistics Coordinator
Keywords	operations, manufacturing, production, logistics, supply chain, warehouse, quality

3. Sales & Business Development

Leadership	CRO ● VP Sales ● Chief Revenue Officer ● Sales Director ● Head of Sales
Sales Roles	Account Executive · Enterprise Sales · Inside Sales · SDR · BDR · Account Manager
Keywords	sales, revenue, account, business development, enterprise, commercial, growth

4. Marketing & Brand

Leadership	CMO ● VP Marketing ● Marketing Director ● Head of Marketing ● Brand Director
Marketing	Marketing Manager · Product Marketing · Content Marketing · Digital Marketing · Demand Gen
Keywords	marketing, brand, growth, digital, content, demand gen, campaigns

5. Finance & Accounting

Leadership	CFO ● VP Finance ● Controller ● Finance Director ● Head of FP&A ● Treasurer
Finance	Financial Analyst · Accountant · FP&A Analyst · Budget Analyst · Tax Manager · Auditor
Keywords	finance, accounting, FP&A, controller, treasury, audit, tax, budget

6. Human Resources & People

Leadership	CHRO ● VP HR ● Chief People Officer ● HR Director ● Head of Recruiting
HR Roles	HR Manager · HRBP · Recruiter · Technical Recruiter · Talent Acquisition · Benefits
Keywords	HR, human resources, people, talent, recruiting, HRBP, compensation

7. Customer Success & Support

Leadership	VP Customer Success ● Director of Support ● Head of Customer Experience
Support	Customer Success Manager · CSM · Support Engineer · Technical Support · Implementation
Keywords	customer success, support, service, CSM, implementation, onboarding

8. Corporate Functions

Roles	Executive Assistant ● Chief of Staff ● Business Analyst ● Data Analyst ● Program Manager ● Legal
Keywords	corporate, admin, analyst, program, project, legal, compliance, IT

💡 **Search Strategy:** Combine department keywords with company and location:

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"Amazon" AND "Seattle" AND (engineering OR software OR developer)
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