



Project & Sales Engineer

Job Description:

Industry leader and pioneer in the field of supply chain collaboration in the metals industry seeks an ambitious, detail-oriented, **Project & Sales Engineer** to join its unique team of Supply Chain, IT and Engineering professionals.

Supply Dynamics is looking for an experienced mechanical or manufacturing engineer that is interested in transitioning into business development and sales. This person will manage the integration of customer bill-of-material (BOM) information into our proprietary IT platform, program manage one or more of our large Fortune 100 customer accounts, and assist with lead generation and sales. Specific responsibilities shall include, but are not limited to: 1) program management and administration; 2) data collection, analysis, format standardization, and error proofing; 3) supervision of manufacturing engineers performing technical contract work on our behalf; 4) customer communications; 5) mining of customer and vendor data to identify new business opportunities and to maximize sales and profitability; and 6) help advance evolving needs of our growing enterprise.

Key Success Factors

- Positive attitude and bias for action
- Attention to detail
- Highly organized
- Diligence in following-up on projects and with marketing communications
- The desire to be a part of a fast growing, and technologically advanced company
- Professionally interact with internal and external customers

Technically, your success will depend upon your ability to:

- Organize and follow-through on multiple projects simultaneously - Demonstrated time management skills absolutely essential. You will be carrying out multiple ongoing tasks in order to meet critical program deadlines.
- Use MS Excel proficiently (minimally, the ability to perform V-lookups and generate pivot tables, etc.) This qualification is critical; if you do not have advanced Excel skills, please do not apply. You will need to manage and manipulate large data sets in a timely, efficient, and extremely accurate manner.
- Read and interpret blueprints of complex mechanical parts
- Willingness and ability to cold call into senior executives in order to generate interest and follow-up on meetings and presentations.
- Good presentation skills
- Proficient oral and written communication skills
- Contribute to the positive/cooperative working relationship that exists between Supply Dynamics, affiliate companies, customers and suppliers

Additional Attributes/Skills Required/Sought:

- Knowledge of supply chain, metals nomenclature, and industrial engineering experience desirable
- Understanding of basic financial measures and metrics
- Program management skills, including Gantt, resource planning, and tracking (Six Sigma skills a plus)

Preferred Educational Background:

Bachelors degree in Mechanical or Manufacturing Engineering, Supply Chain, Business or related fields

Preferred Experience Level:

At least three years of professional experience as an engineer.

About Supply Dynamics:

Supply Dynamics is the leading provider of material consolidation solutions known as “Material Demand Aggregation.” Located in Cincinnati Ohio, Supply Dynamics utilizes proprietary processes and IT solutions to provide Original Equipment Manufacturers (such as Cessna, General Electric and Honeywell) with real time visibility and control over the raw materials that go into their finished parts – especially the raw materials that go into the parts made by their Tier 1 and Tier 2 suppliers. Provided in a hosted “software as a service” model, the Supply Dynamics multi-enterprise platform exchanges critical to quality data with virtually any number of legacy MRP/ERP systems, providing customers with a single, unified view of how finished part materials are impacting their business. Our suite of web based tools and reports allow customers to instantly forecast and negotiate common materials and monitor the timely order and supply of materials across their extended supply chain. This enables an OEM and its supply partners to know that materials being produced, ordered and delivered are synchronized with actual finished part demand. It also allows the OEM to measure on-time delivery of raw materials to production sites and sub-tier suppliers, to standardize materials and to identify users for surplus, excess and obsolete materials. Material Demand Aggregation is applicable to numerous industries providing a means for OEMs to coordinate the actions of each link in the supply chain and dramatically improving efficiency and predictability of supply. (<http://www.supplydynamics.com/>)

In addition to its traditional consulting services, Supply Dynamics delivers commercial software solutions in a software-as-a-service (SaaS) model to our customers using cutting edge web technology. Our primary customers are multi-billion dollar Fortune 500 businesses in the Aerospace industry. Supply Dynamics is wholly owned and financially backed by a \$3 billion dollar, family owned and operated corporation, yet it still has all the advantages and feel of a small to medium size entrepreneurial consulting practice.