

## Program Sales Engineer

### Job Description

The individual will combine Technical Competence with Sales and Project Management skills to support existing and future OEM/Tiered Customer accounts. In addition, the candidate would be responsible for the management of specific Clampco Legacy accounts. This position reports directly to the National Sales and Marketing Manager.

### Work Activities

- Execute strategy for new business sales activities with Targeted Customer Accounts
- Prepare/Provide customer bid package along with any specific quotation forms and related APQP documentation
- Responsible for all project related activities from quote stage to production launch
  - Knowledge of costing, AIAG standard template APQP/Quality/Packaging forms
  - Ability to manage and foresee Technical/Product Design issues in early quote stages of program
  - Provide product technical support to our customers and ability to suggest design improvements to improve product function, manufacturability and/or cost
  - Establish and manage customer programs to a timeline.
  - Lead APQP program launch meetings with Clampco Team and manage the project internally throughout the production pre-launch process
- Prepare product cost estimates using Clampco estimating software and pricing strategies, and exercise sound business judgment to enhance margins
- Periodic travel as required to support various Sales and Marketing activities, including Trade Shows
- Customer work product must be detailed and accurate
- Exhibit keen ability to listen and communicate with the customer that adds value to the relationship and builds trust
- Understand and be proficient in the use of Clampco CRM and Estimating software

### Experience/Knowledge

- Minimum 5 years Sales/Program Management experience in a manufacturing environment
- Technical education/degree, or equivalent experience in an OEM/Tiered manufacturing environment
- Confident/Focused Top performer with attitude for learning and change for continuous improvement
- Excellent listening and communication skills exhibited with various stakeholders, with ability to Verbally express and sell your opinion
- Proven ability to compartmentalize and manage multiple projects from cradle to grave in a fast-paced environment. (Analytical, but has ability to make decisions and complete tasks/projects quickly and effectively)
- Proven track record of Selling with account management responsibilities. Must be able to build customer relationships that will stand the test of time and yield mutually beneficial results to both parties. (This is not a customer service position)
- Proficient in Microsoft computer applications
- Must be authorized to work in the United States without company sponsorship

DPS 2/12/18

### Mental / Physical Demands:

- Adhere to assigned work schedule
- Continuous application of written and oral communication skills
- Continuous application of critical / analytical thinking skills

- Ability to work individually and as a member of a team while making decisions in a deadline-sensitive manufacturing environment
- Complete various work tasks while sitting, standing, bending, stooping, etc.
  - Occasional lifting, pushing, pulling, dragging of parts / sales files, prototypes, etc.
  - Constant use of computers
  - Occasional use of measurement instruments

Individuals who are interested in consideration for this position are encouraged to submit a cover letter and resume to Jason Venner, Human Resource Manager, by emailing [jcvenner@clampco.com](mailto:jcvenner@clampco.com) or by fax to 330-336-4281, or by mail to 1743 Wall Road Wadsworth, OH 44281. Resumes will be accepted/considered until this position is filled. Competitive salary and benefits apply. Clampco Products, Inc. is an Equal Opportunity Employer – M/F/Disabled/Vet