

Open Position Announcement



Job Title: Applications Manager **Job Number:** 590CYL-4
Department: Cylindrical Division Applications Group
Reports to: National Sales Manager, Cylindrical Division
Location: Miamisburg, Ohio

Description of Job Duties and Responsibilities:

- Ensures customer acceptance of UGT products by serving as Applications Manager for the development, production, and ultimate delivery of customized machine packages.
- Manages application engineer staff and maintains schedules of application work within sales group.
- Plans, designs, and coordinates integration of industrial precision grinding machinery into manufacturing process of industrial establishment.
- Assists Sales in preparing formal proposals for presentation to customers; ensures technical accuracy and completeness of machine recommendations.
- Confers with establishment personnel to implement operating procedures and resolve system malfunctions where applications engineering is involved.
- Provides technical assistance and direction to Sales and Service in the preparation and completion of run-offs, as well as pre-sales efforts.
- Develops and writes equipment specifications, performance requirements, cost analysis, and proposal for integrating UGT products into manufacturing processes.
- Develops models of alternate processing methods to test feasibility of new applications of system components, and recommends implementation of improved procedures.
- Participates in meetings, seminars, and training sessions to stay apprised of new developments in field.
- Confers with workers in other departments, such as marketing, legal and service, to provide technical information.

Minimum Qualifications (Education, Experience in Related Field, Skills, etc.):

- Bachelor's degree (B. A.) from four-year college or university; or a minimum of five years related experience and/or training; or equivalent combination of education and experience.
- Minimum of 5 years experience with complex cylindrical grinding processes.
- Ability to read, analyzes, and interprets common scientific and technical journals, financial reports, and legal documents.
- Ability to respond to common inquiries or complaints from customers, regulatory agencies, or members of the business community.
- Ability to effectively present information to top management, public groups, and/or boards of directors.
- Ability to apply advanced mathematical concepts such as exponents, logarithms, quadratic equations, and permutations.
- Ability to apply mathematical operations to such tasks as frequency distribution, determination of test reliability and validity, analysis of variance, correlation techniques, sampling theory, and factor analysis.
- Ability to interpret an extensive variety of technical instructions in mathematical or diagram form and deal with several abstract and concrete variables.

Preferred Qualifications (Certificates, Training, Licenses, and Experience):

- The ability to read and speak the German language.

Other (Supervisory Responsibilities, Physical Demands, Travel):

- Directly supervises 2 to 6 employees in the Application Engineering. Carries out supervisory responsibilities in accordance with the organization's policies and applicable laws. Responsibilities include interviewing, hiring, and training employees; planning, assigning, and directing work; appraising performance; rewarding and disciplining employees; addressing complaints and resolving problems.
- Periodic overnight travel required – approximately 30%.
- The employee must occasionally lift and/or move up to 25 pounds.
- While performing the duties of this job, the employee is frequently exposed to moving mechanical parts. The employee is occasionally exposed to fumes or airborne particles. The noise level in the work environment is usually moderate.

If you meet the minimum qualifications and are interested in applying for this position, forward your resume to:

United Grinding Technologies, Inc.
Human Resource Department

applicant@grinding.com

Fax: 937-859-6911

