



METAL WORKING APPLICATION ENGINEER (MIDWEST)

OVERVIEW:

This position requires a minimum of 2-4 years in applying cutting tool technology, basic salesmanship skills and an understanding of the complexities in building relationships with long established distributor partnerships.

The best candidate for this position feels a strong sense of business ownership; is "activity" driven and demands a high level of personal motivation, intuition in problem solving and time management efficiency. Reliably follows through on commitments is critical.

A 50%-60% travel commitment will likely be necessary, depending on the location of your home office.

KEY RESPONSIBILITIES:

- Build strong relationships with distributor partners in assigned regional sales market
- Anticipate and resolve market conflicts as they relate to distribution, product & service
- Execute on planned activities both remotely and at home office
- Educate both distributor salespeople as well as End-user customer on the latest in Product & Services
- Advise management on trends that take shape in the market place and identify new opportunities
- Participate in new product development initiatives
- Be proficient in the selection and application of solid carbide round cutting tools. Strong understanding of miniature, specialty tool and milling is a plus.
- Be aware of the latest in cutting tool technology, supply chain trends and industrial manufacturing
- Assist with strategic planning & participate in a variety of special projects and process improvement

EDUCATION, EXPERIENCE:

- 4 year degree in Mechanical Engineering preferred or equivalent industry subject matter expertise i.e. CNC machine operating, CNC programming, Tool making, Tool design (AutoCad) or 2-4 years of applied cutting tool sales
- Sales and distribution management experience a plus
- Maturity, ambition, communication skills, organizational skills, ability to multi task and think proactively while being able to successfully execute on focused activities and projects
- Strong understanding of order processing & fulfillment, customer service and manufacturing business processes
- Formal sales and presentation training

NEXT STEPS:

Qualified applicants should respond via email to careers@harveytool.com. Responses to this opportunity must have "**Metal Working Application Engineer (Midwest)**" as the email subject heading. Please include a meaningful cover letter and a copy of your updated resume with your inquiry.

Salary: Negotiable-Commensurate with experience and level of expertise

Training: Three week initial product training and orientation in New England is required