

Job Title: Breakthrough Engineered Components Platform Manager

Our client aspires to be the premier tooling solutions supplier in the world with operational excellence throughout the value chain and best-in-class manufacturing and technology. The company provides customers a broad range of technologically advanced tools, tooling systems and engineering services aimed at improving customers' manufacturing competitiveness. Its products utilize highly complex metallurgy and materials science in tungsten carbide powders, high-speed steels, ceramics, industrial diamond and other materials that are particularly resistant to heat, abrasion, pressure and wear. Serving a vast array of end markets, including industries such as aerospace, automotive, construction and farm machinery, power generation and transmission equipment, home appliances and oil and gas exploration, they market their products and services through a multi-channel network that includes a highly trained and skilled direct sales force, direct marketing, the Internet, integrated supply programs and a network of industrial distributors.

With 14,000 employees worldwide, the corporation's annual sales are approximately \$2 billion, with nearly half from sales outside the United States. Today it is represented in more than 60 countries with European headquarters in Fürth, Germany and Asia Pacific headquarters in Singapore.

Major Duties & Responsibilities: The person in this position will be responsible for creating and managing a portfolio of game-changing technology development projects related to Engineered Components (EC) through all stages of technology development, including commercialization. This will generally require the incumbent to:

- Interface with colleagues in Marketing, Manufacturing, and Technology across Company to understand needs related to potential game-changing opportunities in EC and to translate that knowledge into overall goals and objectives for an EC platform roadmap.
- Establish technology development programs, which simultaneously target specific market opportunities and drive progress against the EC roadmap.
- Work hands-on and provide overall leadership for specific Breakthrough projects within a structured Technology Development Process, and be accountable for progress of all technology development programs related to the EC platform.
- Keep projects in the EC platform progressing at an accelerated pace and within budget.
- Identify and secure required resources internally, externally and across disciplines, as needed to achieve platform objectives within budget constraints..
- Effectively transfer technology to the operating units and actively support product commercialization through all stages of ACE.
- Work with the marketing groups of Company to display and promote our products and our technical leadership at various tradeshows globally.
- Establish and maintain an effective cross-functional network of internal and external contacts with local shops, universities, government labs, industry partners, etc.
- Help negotiate Joint Development Agreements with industry partners and then work within the framework of those agreements.
- Be aware of major market and technology trends and actively strive to identify opportunities for breakthrough innovation, and to contribute to development of technology, market, and business strategies.
- Be active in external technical societies and conferences.
- The incumbent will take all precautions to ensure that Company Intellectual Property is protected, particularly during the negotiation and execution of Joint Development Agreements.
- Apply their technical knowledge in support of due-diligence related to technology sourcing and/or M&A.
- Support the Direct of Breakthrough Technologies on special assignments related to procurement of external funding, establishing and maintaining a process for breakthrough opportunity idea capture and evaluation, maintaining relationships with universities, articulate the business value of technology programs in RD&E reviews, etc

Education & Skill Requirements: The position requires a Bachelor of Science degree in an Engineering discipline, with an advanced technical or business degree preferred. The incumbent with a BS degree will have a minimum of 15 years relevant experience in powder metallurgy, ceramics, or surface coatings technologies, 10 years with an MS, or 5 years experience with a Ph.D., with prior group supervisory or program management experience preferred. The incumbent must have experience commercializing new product or technology platforms, be able to manage multiple programs simultaneously, and be resourceful in identifying and securing resources for those programs. He/She must have demonstrated excellent Influence Management skills to gain organizational commitment and active support for programs, excellent Communication skills in being able to proactively keep the organization updated program status, and be able to clearly articulate the value of technology programs to senior management, and to influence technology, market, and business strategy.

Misc: A generous six-figure base salary, bonus, stock options and comprehensive healthcare and retirement benefits are offered. Full relocation assistance is provided to their Mid-Atlantic headquarters location.

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