

JOB DESCRIPTION

Segment: Thermal Management
Date : 14 July 2010
Title: Sales Engineer/Business development Engineer India

Assignment

- Strive to meet or exceed our customers and KAM: s requirements for technical support and pricing of extruded heatsinks
- Strive to support the design of customized fabricated and/or surface treated thermal solutions together with KAM and our customers

Responsibility

- According to established targets take responsibility to review feasibility of customer RFQ'S: s and manage internal inquiries from a technical and economical point of view within his/her field of responsibility.
- Ensure accuracy of costs, specifications and basic data when presenting offers parameters to KAM.
- Develop cost reduction program for our customers
- Implement CVM projects and maximize the usage of aluminium extrusion at our customers
- Organize technical seminars with our customers and coordinate with necessary resources within Sapa Group
- Give technical assistance and actively contribute to design and development of products
- In co-operation with Thermal and Design Engineer handling of new products development
- Together with KAM, coordinate customers audit together with operation manager of Sapa India
- Actively meet customer's engineers and R&D with the purpose of developing new design/thermal solutions in coordination with KAM and Thermal Design Engineer

Authority

- Give assistance to operating companies and departments within Sapa Group to guarantee offers/agreements
- Receive RFQ and take decision on its feasibility in accordance with KAM
- Participate in customer meetings/presentations/technical seminars etc.
- Give price estimate and offer for prototyping in coordination with KAM and in accordance to Sapa's policy

Competence qualification

- Bachelors degree (required), masters (preferred) in Mechanical Engineering from a recognised university,with at least 5 years of relevant industry experience preferably in a manufacturing environment
- Knowledge of Aluminium extrusion industry
- Knowledge of machining/fabrication
- MCAD tool knowledge a must.
- English – good ability to express oneself verbally and in writing.
- Experience as Project leader is a plus
- Good ability with TQM and PC.

Personality

- Team spirit
- Willing to work in a multinational company (initial training will be conducted outside India)
- Willing to travel (Europe and China) for work
- Creative and innovative

Reporting

- Sales Director Thermal Management Asia

Starting date : as soon as possible

Please send a current CV to Thermal.Management@sapagroup.com