

Key Account Manager for thyssenkrupp Crankshaft Co., LLC in Danville, IL.

Duties: Manage all N Amer. diesel mfrs' accts (approx. \$250 million annual sales) to achieve sales, add'l volume, & profit & new prog acquisition goals, & define both short & long-term sales strategies; manage prod dev & project eng'g, & liaise w/ main cust stakeholders re proj deliverables; supervise dev of marketing & sales info for commercial strategic plans & budgets, & analyze new bus opportunities, inc'l initial contact w/ high-level cust reps; oversee prep of detailed quotations, negotiate contract terms, & forecast capital returns; review RFQ details & market analyses to determine cust needs, & dev sales & eng'g strategies to achieve company targets; define methods for full cycle sales admin (inc'l ensuring contracts, pricing, & sourcing plans are completed), & lead proj teams in meeting dep't sales objectives (order intake & profitability); establ & implement sales policies & procedures consistent w/ corp guidelines; 60% travel, both dom & int'l. Req's: Bach Deg in Mech'l, Automation & Systems, or Ind'l Eng'g. Cert in Project Management. 2 yrs exp in an acct mgmt or a project or product devel eng'g pos'n in steel hot forging & metal machining industry for internal combustion engines. 2 yrs exp w/ each of: leading crankshaft, connecting rod, & steel piston dev projects for internal combustion engines from quotation to final prod approval, inc'l coord'g logistics, eng'g, sales, purchasing, prod'n, & Six Sigma & FMEA quality methodologies; heat treatment operations for crankshaft, connecting rods, & steel pistons as used in internal combustion engines, inc'l controlled cooling, quenching, & nitriding operations; developing technical scope, standards, & documentation for acquisition of capital equip for crankshaft, steel pistons & connecting rod prod'n as part of RFQ eval process, inc'l analyzing financial impact of prod dev processes on device & tooling costs for forged & machined tools; analyzing impact of changes to crankshaft, connecting rod & steel pistons upon cost & price structures & financial performance across multinational forging & machining operations, inc'l analyzing impact of changes to steel prices & components & justifying price increases; supporting dev & implementation of mfg strategies across multinational forging & machining operations in Asia, Europe, & Americas through calculating profitability for new ind'l capital investment projects for crankshafts, steel pistons, & connecting rods. Exp can be acq'd concurrently.

Apply: Meaghan.McGinnis@thyssenkrupp.com. Identify Key Account Mgr pos. EOE.