

Gosiger, Inc., one of the nation's largest machine tool distributors, is a third-generation, family owned business, founded in 1922 and headquartered in Dayton, Ohio. With over 425 employees in 12 offices Gosiger, Inc. provides sales, engineering, parts and service support services for high precision CNC machine tools including Okuma and Hardinge in thirteen states.

Product Manager Additive Manufacturing

Two (2) job opportunities:

- 1) Great Lakes Region; residing in the geographic area of Gosiger Cleveland, Solon, Ohio or Gosiger Michigan, Plymouth, Michigan
- 2) Midwest Region for, Southern Ohio and Indiana; residing in the geographic area of Gosiger Indiana, Indianapolis, Indiana or Gosiger Dayton, Dayton, Ohio

Summary: This position is the Liaison between Gosiger and the builder for the Additive Manufacturing product line. Incumbent will become the in-house product line expert in defining product applications in the manufacturing production environment. Responsibilities include product management, coordination of sales and promotion/marketing efforts through the builder and hands on applications engineering. In addition, the incumbent will provide product, applications engineering and service training.

Note: This is a new position and product line. Job responsibilities will develop and grow as the incumbent becomes an expert in additive manufacturing technology, sales and manufacturing applications.

ESSENTIAL RESPONSIBILITIES AND ACCOUNTABILITIES:

1. Responsible for becoming the in-house product line expert through on-going product training, programming, and applications engineering.
2. Serves as the technical pre-sale product resource for the sales team. Assists sales team and customers see product value for cost.
3. Through knowledge and experience of the metal working industry provides consult to sales, and customers, on product applicability in the metal working industry and manufacturing production environment.
4. Serves as the liaison between Gosiger and builder. Develops and maintains a strong working relationship ensuring teamwork to achieve product line sales goals.
 - a. Sales
 - b. Marketing; email and website
 - c. Product Releases
 - d. Consignment of demo units for division show rooms
 - e. Ordering sales materials; brochures, quotes
 - f. Requesting builder representation for customer visits and demonstrations, division open house events
5. Plans and coordinates sales events and open houses with the region Executive Directors. Coordinates and utilizes builder expert resources to support events.

6. Follows up on sales leads and ensures lead/prospect is registered in the builder CRM; Stratasys Salesforce CRM.
7. Provides pre-sale Applications Engineering support; set up and programming.
8. Ensures execution of all Purchase Orders from the sales team.
9. Trains, assists and supports team members on-going sales and product training; sales, applications engineering and service. Coordinates, schedules, communicates and performs training.
10. Responsible for maintaining technical, interpersonal, management, and communication skills through continuous development. Attends and actively participates in company sponsored training, builder-sponsored training, and appropriate available seminars to increase management and team building skills

ESSENTIAL QUALIFICATIONS:

1. Bachelor Degree in Manufacturing, Mechanical or Industrial Engineering required.
2. Experience in metal working manufacturing in a production environment.
3. 3-D Printing Industry knowledge and product familiarity.
4. Experience in programming and set up of CNC Machine Tools.
5. Technical experience in the use of related software programs and computer applications such as; Auto Cad, SolidWorks, Pro-Engineer, Autodesk Inventor.
6. Must have excellent planning and organizational skills.
7. Experience in procurement/purchasing relationships with suppliers, builders, customers
8. Strong negotiation and persuasion skills.
9. Problem solving and decision making.
10. Superior interpersonal communication skills, oral and written.
11. Project management and time management.
12. Must maintain a valid driver license, a good driving record, and the ability to drive.
13. Must be able to use air transportation for travel.
14. Ability to travel an anticipated average of 25% to 30% of time.

We offer a competitive compensation package commensurate with experience and education, and an excellent benefit package.