



Japan-America Society of Indiana Corporate Member Job Opening Announcement

Date Posted: November 8, 2021

Location: INTAT

Sales Manager

The Sales Manager functions as the Sales contact with the customer for all commercial issues and general correspondence.

Responsibilities will include:

- Working with customers prior to production to launch Newly Awarded Business (Cast Iron. Hot Form Stamping)
- Follow-up on request for product quotes for all Cast or Hot Form stamping products.
- Solicit and secure quotations from suppliers for Castings, Stampings, Machining, Painting, Assembly negotiating competitive price for INTAT
- Create and provide customer quotes negotiating best price for INTAT
- Negotiate pricing with Suppliers of outsource product such as Disc Rotor Casting, Machining and Stamping.
- Negotiate pricing with customers providing logical presentation to support price
- Must be able to read blueprints, GD&T and understand technical specifications
- Handle customer complaints promptly and effectively and report customer issues as appropriate to Sales Team and various other INTAT Departments
- Perform Program/Project Management functions as assigned from program award to product launch.
- Monitor track and coordinate all applicable Program/Project documentation
- Ensure all required individuals are aware of all program requirements, timing, cost, and quality concerns; as well as responding to all customer communication in a timely fashion.
- Manage customer special sample order requirements assuring on time delivery.
- Partnering with sales, production control, and manufacturing to ensure the on-time delivery of new products.
- Working with customers both on the phone and in person to discuss Program Launch concerns
- Responsible for managing other Salaried Team Members within the Department.

Job requirements of the Quality Assurance Engineer:

- College degree, bachelor's degree preferred.
- 2 years quality engineer experience in manufacturing is a plus
- Must be able to travel up to 10%. Most travel is single night or day trip travel.

Specific Knowledge:

The ideal candidates will have strong problem-solving skills and have been exposed to problem solving tools (e.g. QC Circles). Face-to-face customer interaction experience is required.

Please forward your resume to Ron Ellis, Human Resources Director (rellis@intat.com).

11-5-2021

