



Advanced Machine & Engineering

2500 Latham Street
Rockford, Illinois 61103
United States

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BUSINESS DEVELOPMENT LEADER (BDL) – AMSAW CARBIDE SAW DIVISION

ADVANCED MACHINE & ENGINEERING CO.

Advanced Machine & Engineering Company (AME) is a third generation, family owned manufacturing business, founded in 1966, and located in Rockford, IL. With over 140 employees, AME has several unique business groups under its roof, offering manufactured solutions to many different industries. We are globally recognized as one of the pioneers of carbide saw technology. With our state of the art machine shop, our experienced design team, and our knowledge of cutting tools (blades), we've created a recipe for success in serving the needs of the sawing industry. (www.ame.com)

JOB SUMMARY

This position is primarily accountable for driving all sales efforts for our Amsaw Group, both domestically & globally, thru the planning & implementation of specific strategies. Through these tactics, the BDL will develop, manage and maintain a strong distribution partnership and end-user relationships.

ACCOUNTABILITIES

- Develops & maintains a strong working knowledge of the sawing industry. Maintains a working familiarity with all saw competitors, as well as any sawing technology advancements.
- Primarily responsible for pre-sale project activities however, supports program management of critical / complex / difficult projects (maintains active involvement) through installation to ensure customer satisfaction and provide continuity.
- Has direct input into contract interpretation and all customer discussions regarding changes to the 'Scope of Work'.
- Ensures ongoing, current communications between the end user, distribution partners and Amsaw team members throughout the course of projects.
- Responsible for maintaining technical, commercial and interpersonal communications skills through continuous development.
- Based on business need, assists/supports in other job functions within department, division and/or company within scope and ability. Assumes accountability and responsibility for assigned projects and programs.

QUALIFICATIONS

- Superior interpersonal communication skills, professional demeanor and customer confidence and relationship building abilities.
- Honesty, personal integrity and initiative necessary to work independently without direct supervision or oversight.
- Experience in machine tool processes/automation engineering demonstrating a strong electro-mechanical/technical aptitude.
- Strong negotiation and persuasion skills.
- Strong initiative, competitive nature and strong goal orientation. Must have excellent attention to detail.





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QUALIFICATIONS (CONTINUED)

- Ability and willingness to travel as job demands; minimum 50% travel, including international travel.
- BS in International Business or Technology, with 15+ years of machine tool sales experience preferred.

OUTSTANDING EMPLOYEE BENEFITS

- Medical/RX and Dental Plans
- Flexible Spending Plans: Dependent Care and Medical
- Company Paid Life Insurance
- 401(K) Retirement Plan with Match & Profit Sharing
- Disability Plans: STD & LTD
- Paid Vacation, 10 Holidays
- Annual Special Events: Birthday Gift, Employee Appreciation Dinner/Dance, Steak Fry, Summer Picnic, Thanksgiving Dinner, Performance Bonus and Years of Service Awards.
- Highly Competitive Compensation

Advanced Machine & Engineering is an Equal Employment Opportunity (EEO) employer. This job opportunity is a full time, first shift, exempt position.

Interested applicants are invited to send a resume and cover letter to:

Deb Boland—jobs@hennig.ame.com

No phone calls please. Visit our website at www.ame.com.