



Domaille Engineering, an ultra-precision design and manufacturing company, is accepting resumes/applications for an Associated Project Manager / Project Manager position.

Core Responsibilities:

Assist in the improvement of existing product and development of new product determined by market research, competitive analysis, and customer needs. Serve as trusted advisor to customers by focusing on and offering solutions for unmet needs. Travel (20-30%) in support of on-site core customer visits as well as supporting distributors. Assist in growing Optical Product market share. Serve as voice of the customer inside Domaille. Provide input for marketing efforts – both written and oral.

Managing product throughout the product life cycle. Gathering and prioritizing product and customer requirements.

Blend of business and technical skills.

Provide input for go-to-market strategy, key benefits and target customer needs.

On-going visits to existing customer as well as potential new customers

International travel required.

Broad fiber optic knowledge is preferred.

Critical Elements:

- ❑ Customer Management:
 - Build and maintain customer relationships. Provide timely and appropriate communication to customer regarding their needs.
 - Identify accurately the needs of the customer and provide an oral or written proposal or solution.
- ❑ Project Management:
 - Assist in managing product inventory to schedule or build plan through interaction with Manufacturing Manager.
 - Based upon inventory, set priorities for build schedule to be able to meet customer demand.
 - Communicate customer complaints and assist in the resolution of SCARs issued against Domaille Engineering for products within the Optical Product Line. Facilitate and monitor warranty returns.
 - Assist in tracking cost and schedule for product build and identify potential schedule, cost and quality concerns and solutions to team and/or management.
 - Provide periodic feedback that accurately compares actual build costs to projected build costs.
 - Provide input to management on changes required to ensure the success of future products and inventory management strategies including the use of the Preventive Action system to create continual improvement.
- ❑ Assists in growing market share by working with VP of Business Development to develop product sales strategies.
- ❑ Assist in preparing short-term and long-term product sales forecasts.

- ❑ Facilitates inventory turnover and product availability (for sale or demonstration) by reviewing and adjusting inventory levels.
- ❑ Provide feedback to design engineering of any required changes that provide for cost reduction, scrap reduction, and continual process/product improvement. Lead appropriate Preventive Actions in this area for continual improvement.
- ❑ Demonstrate cooperation and teamwork with co-workers, management, and outside contacts.
- ❑ Promote a positive environment through what is said and by setting an example.

Education/Experience: Business or Marketing degree with an understanding of manufacturing systems and 3 years of experience in project management or equivalent combination of education and experience to be able to perform tasks satisfactorily. Experience navigating and utilizing ERP system; including understanding of bill of materials structure and costing.

Skills: Project management skills demonstrating the ability to manage risk and resolve conflict. Must have demonstrated ability to apply your knowledge of the product line in developing customer solutions. Must be able to resolve manufacturing problems and troubleshoot as they occur. Must be able to read and interpret manufacturing documents/drawings, be proficient in use of Microsoft Office suite and have strong interpersonal, integration, business and technical skills.

Domaille Engineering provides an atmosphere where your creativity and skills will contribute to the growth of the company and the advancement of the team. We offer a comprehensive benefits package. To learn more about our products, services and company, visit our website www.DomailleEngineering.com. You can also obtain our employment application under the Careers section of our website.

Please email your resume and application to jobs@domailleengineering.com or mail to:

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