

STEM Manufacturing Internship

Work. Learn. Earn.

Regional Sales Manager – (Full-Time Position)

BACKGROUND: The NWIRC is a not-for-profit management consultancy of the U.S. Department of Commerce and the Pennsylvania Department of Community and Economic Development that assists in the health and vitality of manufacturing businesses in Northwest Pennsylvania. Our manufacturing client, D&E Machining, Ltd. of Corry, PA, specializes in precision CNC-machined components of common and exotic materials for aerospace, defense, medical, power generation, transportation and other industrial markets. Capitalizing on its key industry certifications and comprehensive manufacturing and documentation capabilities, D&E Machining, Ltd. offers its customers industry leading, one-stop service. D&E Machining, Ltd. desires to grow its customer base in markets it currently serves, including military, aerospace and medical markets, and seeks an organized, outgoing self-starter to be the catalyst for transformational growth.

OBJECTIVES: The qualified Regional Sales Manager will lead and direct D&E Machining, Ltd.'s manufacturer's sales representative groups to identify and develop new prospective customers. Specifically, the qualified candidate will:

1. Learn D&E Machining, Ltd.'s manufacturing capabilities and understand how these differentiators are valuable to original equipment manufacturers and their supply chain.
2. Work with manufacturing sales representative groups to develop and execute sales strategies to identify and qualify opportunities within their region.
3. Apply D&E Machining, Ltd.'s sales processes and tools to increase successful conversion of opportunities.

REQUIREMENTS: Candidates are required to have graduated or be graduating by December 2019 from an accredited college or university pursuing a four-year or advanced degree in Interdisciplinary Business with Engineering Studies or similar technical field; have completed coursework in work/material flow, plant layout or other manufacturing process analysis or have machining experience; and able to travel frequently. Minimum cumulative GPA of 3.0 on a 4.0 scale.

Additionally, the ideal candidate shall have excellent written and oral communication and interpersonal skills with an outgoing and energetic personality, possess a strong analytical mind and utilize a scientific approach to problem solving, and be a responsible, mature, self-starter with great attention to detail and an ability to set and achieve personal goals.

PAYRATE: Minimum \$50,000 per year plus profit sharing and commissions depending upon experience, knowledge and skills.

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CONTACT: Qualified candidates are required to apply online at www.nwirc.org/internship. Please direct all inquiries about this Regional Sales Manager opportunity, including a full job description, to Michael Griffith via email at mgriffith@nwirc.org.

COMPANY HISTORY: D&E Machining, Ltd. has provided contract machining services since 1993. Because of our longtime Industrial, Aerospace and Defense experience along with our skilled workforce, we're one of a few precision machining companies that have an AS9100D certification.

We're extremely proud of our quality, part documentation control and timely delivery, which enable us to keep our customers over the long-term.

Our location in Corry, Pennsylvania gives us proximity to the major cities of Pittsburgh, Buffalo and Cleveland and within 500 miles of a good portion of the U.S. population.

We strive to work in partnership with customers in order to deliver the best possible value through our industry leading capabilities and core differentiators:

Capabilities	Differentiators
CNC Turning of parts 28" in diameter and 36" in length	Experts in Compliance Documentation
CNC Milling to 40" x 40" x 40"	Experience with Government Munitions Programs
Tolerances to 0.0005	State of the Art Inspection Lab
5-Axis Precision Machining	Unlimited Alloy Types
Bending, Welding and Grinding	OPSEC Compliant
Non-destructive Testing	
Assembly and Packaging	

D&E Machining, Ltd. offers a competitive benefits package.

Due to the nature of our business, all applicants are required to either be a natural born citizen of the U.S. or in possession of a green card. Candidates possessing a green card will be subject to a background check performed by the Department of Defense.

D&E Manufacturing, Ltd. is an equal opportunity employer.