

Walbro LLC

JOB POSTING

Posting Number 17-006
Dates Posted 1/19/18 - 1/26/18
Position Title Program Manager
Position Reports to SVP, Programs
Department, Location Cass City, MI

Job Summary

Reporting to the SVP of Programs, this position develops and implements strategies for increasing sales and profits through accounts/customers by interacting with established customers and by developing new prospects. Serves as the primary interface between assigned region and its customers. Specifically, this position will support Fuel Systems.

Duties and Requirements of the Job

- Develops and implements customer strategy for increasing sales and profits through accounts/customers by interacting with established customers and by developing new prospects.
- Serves as the primary interface between assigned region and its customers.
- Calls on assigned customers including engineering, manufacturing, program management, quality, and purchasing staffs to assure excellent sales service.
- Maintains customer and program master timing schedule and commands resources to meet customer timing.
- Works with manufacturing and engineering staffs to develop strategies to support product and customer service.
- Works with manufacturing, distribution, quality and engineering staffs to develop and implement effective price, delivery, quality and service targets.
- Functions as the lead promoter and spokesperson for specific programs.
- Conducts periodic trend and market analysis for assigned customers and makes recommendations based upon those analyses.
- Reviews new products and modifications on old products with engineering staff prior to release to assure customer standards are met or exceeded.
- Periodically reviews quality, cost and design issues with customers in accordance with established standards.
- Performs such individual assignments as the supervisor may direct; establishes and maintains effective work relationships within the department, the Corporation and the community; and maintains the professional competence, knowledge and skill necessary for the satisfactory performance of all assigned responsibilities.
- Performs those administrative activities necessary for the effective management of the department, including provision for the selection and development of employees, pay administration, budget administration, employee safety, employee counseling and motivation, organization goals and objectives, and planning, organizing, integrating, and measuring the work performed within the department and ensures adequate and continuous control is exercised over the activities affecting quality.

Required Training, Knowledge and Experience

- Bachelors degree; Masters Degree preferred.
- Minimum 10 yrs of progressive experience
- Broad technical and analytical business skills
- In-depth understanding of administrative functions including accounting and human resources.
- Excellent written and oral communications skills.
- Has proven capability in sales and customer relations as evidenced by a minimum of 3 years sales experience.

Walbro LLC is an Equal Employment Opportunity Employer.

The Company does not discriminate on the basis of a person's race, religion, color, age, sex, national origin, disability, veteran status, pregnancy, or other protected grounds in recruiting, hiring, training, promotion, or conditions of employment.