

Cutting Tools Segment Manager, USA

Objective: Responsible for developing and executing a strategic plan to maximize sales and market share within specific segments of the cutting tools industry. (Carbide Shank type tools, HSS and gear cutting tools).

Reporting to: President, eifeler North America

Job Description:

- Responsible for expanding the cutting tools customer base, together with Territory Account Managers in the Automotive, e-mobility, Aerospace, Industrial, Manufacturing, and other markets.
- Assist in tool tests and developing new business and applications where coating on cutting tools will add value to customer (cost reduction, improved cycle time, improved tool life).
- Develop and manage a portfolio of key project accounts.
- Provides technical consultative sales support to other sales personnel, and total solutions (technical presentations to OEM automotive customers, tool shops, shop-floor demonstrations. Providing in-depth knowledge of cutting tool materials, geometries, coatings, and their impact on machining performance.
- Develop new business by working with production staff and local R&D.
- Conduct tests and document results in detail and interact with segment experts nationwide.
- Responsible for sales pricing in this specific segment considering cost effectiveness and profitability.
- Provide COP's and share Knowledge for this segment.
- Maintain relevant customer/account information using CRM (Sales Force) database.
- Conduct Customer Seminars and participate in trade shows
- Responsible for budgeting and FC in this segment

Profile:

- Bachelor's degree in engineering; equivalent experience may substitute.
- +5 years' experience in the cutting tool industry.
- +3 years' experience in the PVD industry.
- Strong connections, solid reputation in target industries
- Proficiency working with MS Office (i.e., Excel, Word, Teams, and PowerPoint) is required. Sales Force is a plus
- Must be willing to travel overnight minimum of 60%.

Range salary: 80-120K USD/annual

Submit your CV to Brenda.oviedo@voestalpine.com

or apply here:



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