
Position Title: **Lead Application & Machining Specialist**

Department: Technical

Reports to: Sr. Engineering and Technical Manager

Classification: Full-Time Exempt

Position Summary:

The **Lead Application & Machining Specialist** will be responsible for:

Increasing Product and Machining Application Awareness through demonstrations and machining applications on partner CNC's and equipment; Nurturing and Expanding Key CME Partner Relations and Working closely with our Industrial Partner Program Manager in this process, including identifying and working with key Machine Builder and Cutting Tool Partner Relations; Designing and Presenting Cutting Tool Demos on CNC Machines at the facility with REGO-FIX and partner products, showing features and benefits; Assisting in the development of marketing machining videos for website and social media content; Other Special Projects as Identified. Will include initial development of the REGO-FIX Technical Schools and University Programs in support of the Academy Program to expand the awareness of the REGO-FIX brand and products.

Essential Job Responsibilities:

- Grow customer (end-user and distributors) product awareness via direct contact through key events hosted at the RFUS CME as well as through remote webinars and training activities.
- Impact sales through brand awareness by attaining a strategic number of targeted key events throughout the year and bringing new customer into our CME facility. Leads will be handed off to the RF sales team for follow up and development
- Help maintain a CRM database (Salesforce CRM) of all registered customers and prospects through these company and partner held events
- Responsible for coordinating and running machining demos on our in-house CNC machines at training events and/or for inhouse and sales team training, as well as developing video content for our Marketing Team.
- Assisting in monitoring and maintaining the RFUS Machine Tool Partner budget
- Collaborate and work closely with our RF Switzerland Application Center Manager and Headquarters Team – sharing machining ideas and concepts
- Assist in supporting challenging machining applications using REGO-FIX products, as identified at end-users, to support the sales team's efforts
- Any other duties as assigned

Qualifications:

- 5 to 10 years work experience in CNC machining, programming and/ or application engineering or equivalent
- Degree in manufacturing technology or engineering desired, but not essential
- Track record of successful and progressive job performance with experience in presenting to and having interactions with customer / end users
- Consultative mind-set with mechanical aptitude – able to effectively talk with and relate to shop floor end users / distributors sales teams / and executives
- Extremely organized with ability to develop and maintain quality, trust-based relationships with a team focused approach
- Able to bring new ideas, methodology and processes to improve the REGO-FIX powRgrip and ER products usage and better demonstrate product advantages and benefits
- Able and willing to travel up to ~20% on a regional/national basis with occasional travel for trade show, technical academy visits, personal training sessions, and other field support
 - Required to be based in the greater Indianapolis area and work from the new REGO-FIX CME facility in Whitestown, IN.
 - Focused, professional, driven, assertive, and goal-oriented
 - Professional communication skills
 - Valid driver's license with good driving record and insurable
 - Proficient in Windows and Microsoft Office Suite (Fluent in Outlook, Word, PowerPoint, and Excel). Experience in Salesforce CRM a benefit.

The Company has the right to revise these job responsibilities at any time. This document does not create a contract for employment, and either you or the Company may terminate the employment relationship at any time, for any reason, with or without notice.

I have read, understand, and agree to fulfill the essential responsibilities and requirements of this position. I also understand the employment-at-will nature of this position and realize that this job description does not constitute a legal contract.

Employee's Signature: _____ Date: _____

Manager's Signature: _____ Date: _____