



Global Innovation for your High Temp World

IRON MAKING PRODUCT MANAGER JOB POSTING

POSITION SUMMARY:

Fedmet is searching for a full time, long term iron making Product Specialist/Manager. The successful candidate will be a highly motivated professional with the ability to work independently. The successful candidate will have experience in and a working knowledge of integrated steel and will possess the ability to analyze performance data and present results logically and succinctly. A qualified candidate will be able to engage the supplier, Fedmet's sales team and the customers' operational and purchasing team.

ESSENTIAL DUTIES & RESPONSIBILITIES:

- Provide a hands-on approach dealing with laborer to department heads
- Engage in quality control management and management of trials and product performance in service
- Analyze and recommend improvements or solutions relating to the refractory itself as well as the drilling and plugging process

KEY BEHAVIORAL TRAITS FOR SUCCESS:

Communication Skills: Must have excellent interpersonal and communication skills both with individuals and in teams. Must be comfortable communicating both formally and informally within all levels of customer organizations.

Self-Motivated: Must be self-directed and have the desire to take on new challenges without being prompted and exhibit a strong work ethic.

Reliability: Must be able to deliver high quality engineered solutions to our customers in a professional and timely manner.

Business Acumen: Ability to speak in terms of ROI, shop metrics, and economic value with the customer. Able to focus on delivering products, engineered solutions and services in a way that maximizes profitability; while delivering value to the customer.

WORK ENVIRONMENT:

Office and heavy industrial manufacturing environment.

Must be able to climb stairs and lift 100 pounds.

50% or more travel requirement.

JOB LOCATION:

Concentrated mainly in the continental US, with occasional travel to Canada, Mexico, and South America. Passport, or the ability to acquire, is required.

REQUIRED EDUCATION/EXPERIENCE:

- A BS in a scientific or engineering field and/or equivalent work experience.
- A working knowledge of refractory selection and installation.
- Proficiency in MS Outlook, Excel, Word, and PowerPoint.
- Familiarity with iron producing refractories is a bonus along with taphole clay experience.

P.O. Box 278, Montreal, QC, H3Z 2T2, Canada

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www.fedmet.com



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JOB BENEFITS:

The position pays a salary plus commission and has paid vacation, Group Medical and Dental Insurance and employees are eligible to participate in a Simple IRA plan with Company match. A car or allowance is also included.

DEPARTMENT:

Sales/Technical Sales Engineer

POSITION TYPE:

Full-Time/Regular

Interested? Please respond with your resume in an attached Word file, to jobs@fedmet.com

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