

JOB DESCRIPTION

POSITION TITLE: Business Development Engineer →

REPORTS TO: President

FLSA STATUS: Exempt



We are looking to add an experienced leader to our team to help prepare for future growth. BGM is 100% employee owned so come be a part of an organization where entrepreneurial ideas are not only encouraged but enacted as we share in the benefits of our success. Contact us at

hr@bluegrassmetals.com

I. PRIMARY RESPONSIBILITIES:

Performs high level duties and decision making that will generate positive value for the company both short and long term by developing and implementing profitable growth opportunities in contract manufacturing. Work with sales, engineering, and operations to determine best fit opportunities that generate profitable returns.

II. ESSENTIAL FUNCTIONS:

- a. Lead and assist with identifying **new** profitable markets or products with the sales team and the operational requirements that will generate value for BGM
- b. Be instrumental with implementing profitable business opportunities from **current** markets and determine resources and training required to implement and generate value
- c. Heavily involved with designing strategy and setting profitable growth goals that build on our strengths through internal, organic, strategic and acquisition growth
- d. Identify resources required to implement growth and improve efficiencies with new business
- e. Direct and verify cost analysis on new (quote process) and current projects to ensure profitability and identify risks and opportunities
- f. Improve on internal systems used to estimate costs and provide timely accurate quotes to customers
- g. Maintain operational budgets and optimize expenses in preparing and implementing future growth
- h. Analyze current and past financial and sales data and provide strategies to increase profitable revenue as well as report on trends and status of our sales pipeline
- i. Oversee the development of marketing literature, presentations and web/social media presence as needed to support and foster valuable growth
- j. Establish and communicate our value statement for sales and customers to understand the solutions and value we can bring

III. QUALIFICATIONS, SKILLS AND REQUIREMENTS:

- a. Industrial and Mechanical Engineering experience and/or education
- b. Ability to understand and speak to part drawings, CAD, and GD&T as well as various materials
- c. Good business sense and financial planning
- d. Ability to identify true costs and opportunity costs in a project to ensure profitability
- e. Positive attitude and creative thinking skills to spot new opportunities
- f. Possess the skills to identify and implement profitable new sales and establish goals
- g. Deep understanding of marketing principles and presentation skills
- h. Analytical and problem-solving skills - Interpersonal and Communication skills
- i. Negotiation skills and high level of initiative - Strategy development and implementation
- j. Organizational and decision-making skills - Ownership & entrepreneurial mentality
- k. Ability to lead an organization and **advance to the next level.**

IV. ORGANIZATIONAL RELATIONSHIPS:

- a. Direct reports > Contract Sales Reps, Inside and Outside Sales
- b. Staff: Engineering, Operations, Quality, Accounting and HR
- c. Customers and Suppliers - Upper-level management & Board of Directors

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This position description is not to be construed as an exhaustive statement of accountabilities, duties, responsibilities or requirements. Any individual may be required to perform any other job-related activities or functions requested by his/her manager, subject to reasonable accommodation. Blue Grass Metals reserves the right to modify this job description to reflect changes in essential job duties made necessary by changing organizational needs, subject to reasonable accommodation.