



MELIS GIETERIJEN

## We're hiring!

**Firm:** Melis Metaalgieterijen B.V.

**Date:** March, 2022

**Position:** Casting Sales Engineer (CSE)

### General

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The Casting Sales Engineer reports to the General Manager. This position organizes and executes planning and project management for all projects controlled by Castlab and Melis Gieterijen in a safe and efficient manner, as well as acting as primary department contact for projects to both external clients as well as internal partners. The CSE is required to solve complex technical and quality problems with the technical team or partners. The position requires human relations skills to manage and motivate partners and workforce to achieve the technical goals and objectives, as well as guiding and advising employees to achieve the required results (for our clients).

Responsibilities include specification maintenance, process documentation, approval of suppliers and casting components, conducting maintenance audits to ensure specification and process compliance, support determination of Root Cause and Corrective Action associated with process escapes, and identification of producibility opportunities and cost reduction. Technical skills include a broad understanding of materials, processing and applications, understanding of mechanical and design requirements for industrial components, effective communication and participation on teams with considerable focus on manufacturing and design.

### Principal Duties and Accountabilities

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- Leads and project-manages the new orders and projects.
- Develops and organizes standardized project management on various new orders and projects.
- Communicates directly with clients and prospects on (digital) intake, price estimations, price calculations, planning and delivery, technical issues and (2D/3D) drawings.
- Works hands on with production, planning, shipping, and supply chain partners and is responsible for the in-time delivery of castings and projects, in line with the company business strategy.
- Interacts with suppliers in order to develop and execute casting process, including both tooling and materials.
- Implements new processes to meet new and changing customer requirements and to maximize Castlab's production and (delivery) time efficiencies.
- Analyzes and recommends technical changes in both work methods or equipment design or operation to improve operational efficiencies. This includes improving casting parameters.



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- Maintains and fosters positive labor relations and communications both within the Castlab and Melis Gieterijen and among the company's various departments.

## Qualifications

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- Bachelor's Degree in engineering, metallurgy or casting from an accredited institution
- Minimum 5 Years of experience in casting or metal environment.
- Good knowledge of (cast-iron, bronze, aluminum) casting methods and process to produce products within metallurgical and physical specifications.
- Knowledge about materials and application.
- Human relations skills and ability to manage, direct, and motivate personnel and (supply chain) partners.
- Familiarity with Engineering drawing interpretation, casting industry specifications, both general industry specifications and OEM specifications.
- Casting process auditing experience.
- Ability to work in a cross-functional team of design engineers, quality engineers, supply chain, suppliers, etc.
- Effective listening and communication skills and flexibility in approach to resolve production technical problems.
- Being current in the latest technology of casting technology.
- Experience in working with relevant software programs or willingness to actively learn this: i.e. Solid Edge (Siemens) / Solidworks, Casting simulation software.
- Professional use of Word, Powerpoint, Excel and good English (both in writing and speaking).

## What we offer

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- Competitive salary (40HRS per week)
- 8% holiday pay
- 25 vacation days plus ADV
- One year contract with 2 month trial period
- Start March, 2022

**See you soon!**