

Asian Expat Assignment - Senior Engineering Business Manager

Corporate Website: www.foriauto.com
Email Resume to: employment@foriauto.com

Company Overview:

Fori Automation is an innovative expanding global supplier of automated assembly equipment for the automotive and aerospace industries both with OEM's and Tier One customers. Headquartered in Shelby Twp. Michigan, USA, Fori also has manufacturing facilities located in Brazil, China, Germany, India, Korea and Mexico.

Background

Fori Automation Asia has been successful in the region with the assistance of an active on-site western presence. The current International position will be opening soon providing a replacement for a Senior Manager with hands on business and engineering experience to help provide continued leadership and vision for our China and Korea subsidiaries. This is a unique position with direct responsibility to develop and manage the Company's international business strategy to support the growth of both Fori China and Fori Korea while interfacing as needed with the other subsidiaries.

The ideal candidate will be instrumental in growing the business internationally through existing and new customers, developing and following sales leads, creation of proposals, estimating and coordinating the execution of projects within the organization to achieve the projects technical and fiscal objectives.

Basic Function:

As a member of the Executive Committee, the Senior Manager sees to the effective management and growth, on a profitable basis, of the operating divisions assigned to him/her, and makes recommendations to the Vice President/Executive Committee in the formulation of the overall corporate objectives, policies and plans. Overall responsibilities include business expansion within the framework of the overall strategy. Key areas of control include: direct international customer Sales interface, hands-on Estimating, Proposals, Financial reporting, Operational oversight for Project Management, Engineering Liaison, Local / Global Manufacturing and Installation inclusive associative travel.

The role of an expatriate requires many talents including but not limited to:

- Translator – Interpreting the needs of the Company and expressing this need to the team
- Mentor – Teaching and advising
- Apprentice – Learning the local ways and utilizing this knowledge to achieve results
- Investigator – Identifying issues and implementing solutions
- Fire-fighter – Addressing issues quickly and effectively
- Coordinator – Facilitating team work across global units
- Ambassador – Promoting and representing the Company
- Internal Negotiator – Conferring with internal stakeholders, agreeing to a solution, gaining buy-in
- Networker – Engaging and building relationships

Duties and Responsibilities:

- Develop the relationships with potential international customers to promote Fori China and Fori Korea design and manufacturing capabilities including the creation of sales presentations in an effort to generate new business.
- Review the customer's terms and conditions and specifications to determine if we comply and/or not comply.
- Develop the technical proposal and estimates required to support existing and potentially new customers and to generate new business based on RFQ's received.
- Project supervise the customer change management, overall planning of engineering, manufacturing and installation to meet customer requirements and to insure maximum utilization of global personnel and facilities.
- Direct the development of departmental budgets and plans required to ensure effective operation of Engineering, Material and Manufacturing Departments.
- Participate in design review meetings, guide and mentor engineering in design for manufacturing practices.
- Support the financial reporting required to Headquarters on a monthly basis.
- Ensure that all products manufactured meet the customer's quality requirements.
- Provide direction and supervision of Operations Department's activities.
- Ensure that products are shipped in accordance with schedules prepared by the Project Manager.
- Provide proper updates to top management on project status and financial performance of the subsidiary.
- Conduct weekly international project meetings.
- Execute the general responsibilities common to all executive and supervisory positions.

Desired Skills and Experience:

- Strong process and engineering knowledge in Trim Chassis and Final (TCF) automation applications.
- Strong process and engineering knowledge in AGVs (automatic guided vehicles) a plus.
- Direct proven experience in Sales, Proposal, Estimating, Project Management and Engineering preferred.
- Proven ability to promote team collaboration and foster professional development / growth in personnel.
- Experience in financial review and reporting.
- Experience with reading technical drawings and understanding tolerances.
- Experience with reading and understanding customer technical specifications as well as customer terms and conditions.
- Experience with Microsoft Office tools.
- Basic knowledge and familiarity of 2D and 3D computer aided design software.

Location

Location is flexible to suit candidate's requirements. Home location to be in Beijing, China or Sihung-Si, South Korea.

Travel

- Frequent travel between home location and other Asian region (Fori China or Fori Korea) is required. Assume one week per month as a minimum.
- International travel required as needed.

Educational / Training:

Engineering and business degree preferred or extensive international experience.

Experience:

Minimum of ten years in similar position, fifteen years in the industry.

Position Includes:

- Generous EXPAT benefits package (housing, car, expenses. etc.)
- Opportunity for career growth and advancement
- Laptop & Smart Phone
- Healthcare
- 401K + Match
- Bonus eligibility