



---

## Sany America Inc.

### **Job Title: Division Director Rough Terrain Cranes**

The Division Director will operate out of the Sany America Headquarters in Peachtree City, Georgia and will report to the Research and Development (R&D) Chief Technology Officer (CTO) and the Company President. The Division Director will be responsible for managing and training engineering teams and will facilitate and coordinate a multitude of Rough Terrain Crane engineering related tasks. The Division Director will serve as the primary knowledge resource on projects requiring advanced knowledge of Rough Terrain Cranes. The Division Director will be overall responsible for new product design, new or existing design modifications, testing, and engineering production improvement. Additional management areas and responsibilities will include process and product development, assigned projects, and quality improvement. The Division Director will provide direction, coordination, and planning for all technical activities while optimizing company employees, assets, and resources. The Division Director will be responsible for financial resources, section budgeting, feasibility studies, cost effectiveness evaluations and recommendations, and new product/existing product customer demand evaluations. The Division Director will assist in section team building, resume evaluation, interviewing (phone or in person), and approving position descriptions according to technical requirements for the product line. The Division Director must possess excellent presentation and communication skills and be adaptive to a culturally diverse environment. The Division Director must be able to travel (primarily to China) for team building, product design, process development, information exchange, and training. The Division Director will work closely with the CTO, Rough Terrain Cranes Product Manager, Sales, Marketing, and Service to accomplish key goals for all stages of product development and distribution. The Division Director will support with developing and executing short and long range plans and business strategies which will lead to brand and product excellence. The Division Director must be punctual in meeting assignment deadlines and the timely reporting of required product assignment statuses.

#### **SPECIFIC RESPONSIBILITIES:**

- Work closely with the CTO, Product Line Program Managers, Sales, Marketing, and Service to accomplish key tasks.
- Responsible for supporting new product and marketing development programs and sustaining efforts related to various assignments throughout the product lines.
- Responsible for developing & executing specific product and marketing plans based on Sany America product goals.
- Provide technical expertise to support Sany America with product development.
- Travel to China when required to provide support for product reviews, provide technical guidance, and facilitate and participate in product training.
- Work with various departments of Sany America such as Operations, HR, Manufacturing, Sales, Service, and Purchasing to effectively and efficiently achieve the specified targets assigned by the CTO.





- 
- Provide support to Service and Sales when required to ensure maximum customer satisfaction.
  - Responsible for submitting weekly reports and monthly Key Performance Indices (KPIs) forms to the CTO.
  - Communicate at least weekly with the position's assigned supervisor.

#### **EDUCATION**

- Ideal candidate would have a minimum Bachelor of Science in Engineering, Marketing, or equivalent degree.

#### **QUALIFICATIONS**

- Minimum of 15 years of experience in progressive management experience in engineering within the Rough Terrain Cranes industry.
- Strong leadership characteristics.
- Candidate must possess the ability to work independently and meet goals and deadlines.
- Must be able to respond to Sany America's Engineering needs on a timely basis.
- Analytical skills along with adaptability to change, a high level of commitment to the company and product excellence along with a desire to take advice from supervisors to accomplish superior corporate results is necessary. The ideal candidate will be open minded and a very responsible employee.
- Excellent communication skills to work at all levels are imperative in this position. The candidate will be required to communicate verbally and in written form to a variety of groups. This will require good public speaking and presentation skills as well.
- Strong budgeting and cost evaluation/cost effectiveness knowledge
- The candidate should have the ability to work well in a cross functional environment.
- Knowledge of Chinese culture and language are desired but not a requirement.
- Ability to travel for extended periods internationally, primarily to China.
- Solid understanding of the Phase Gate New Product Development Process a strong plus.

