



SANY AMERICA

Sany Group Company Ltd. was established in 1989 with the aim of “Building a First Class Enterprise, Training First Class Talent and making First Class Contributions”. Now recognized as the largest concrete machinery manufacturer and one of the top 50 construction equipment manufacturers in the world, Sany has been honored as Forbes Magazine Enterprise of China Most Competitive Brand. Sany Group Company Ltd is truly a company with proud heritage and a bright future.

Sany Group had sales of 2 billion in 2007 and projected revenue of 3.2 billion in 2008. Sany Group has plants in Germany and India as well as plans for construction of a manufacturing and R&D center in the United States. Sany has 190 branch offices in 70 countries worldwide.

Continuing the growth and standards of excellence, Sany America is established to serve the North American market and its people. Sany America is beginning the construction of a corporate campus for the North American headquarters including a 400,000 square foot assembly building which will include 160,000 square feet of R&D space for the development and assembly of truck-mounted concrete pumps, Motor Graders, Motor Graders as well as other high quality road construction machinery. Sany America is committed to utilizing 95% local Human Resources in the production and R&D process. Sales revenue in the U.S. is expected to grow to 500 million by 2012.

POSITION DESCRIPTION PRODUCT SPECIALIST - CONCRETE PUMP TRUCK (CPT)

The Product Specialist (PS) will operate out of the Sany America Headquarters in Peachtree City, Georgia and will report to the Product Manager and the Research and Development (R&D) Chief Technology Officer (CTO). The PS will be responsible for managing a multitude of Concrete Pump Truck (CPT) product developments, customer service, and field service assignments that directly impact essential elements of the sales and distribution of various product lines. The PS will work as an integral part of a team involved in the planning, organizing, and developing an array of product developments and customer service support systems, and R&D strategies that will improve the overall sales of Sany America. The PS may be directly responsible for research and design of product lines, benchmarking competitor’s product lines, investigating trends, and preparing formal presentations of the current product line situations. The PS will be responsible for meeting assignment deadlines and the timely reporting of required product assignment statuses. The PS will work closely with the CPT Product Line Program Manager, Sales, Marketing, and Service to accomplish key goals for all stages of product development and distribution. The PS will also assist in developing and executing short and long range plans which will lead to brand and product excellence.

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 Manager.

EDUCATION

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

QUALIFICATIONS

- Minimum of 10 years of experience in product management, marketing management, or construction equipment product customer service.
- 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.
- 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.
- Common understanding of the Phase Gate New Product Development Process a strong plus.