



AIM Metals & Alloys Group / AIM Products LLC

25 Kenney Drive, Cranston RI 02920

TECHNICAL DIRECTOR OPPORTUNITY

Reporting to the Vice President of Technology, the Technical Director will be a critical link between the company and the industry worldwide. The Technical Director will act as a connection between customers and organizations and various department of AIM, including Sales, Marketing, Technical Support, and R&D. A key goal of the position is to increase the visibility and credibility of the company in the market. An understanding of the commercial side of business is critical for this role. Duties include but are not limited to:

- Regularly interface with high-level technical personnel at existing and potential customers on-site and via webinars and phone calls to communicate about high-level technical advancements from AIM and to understand customers' current and future requirements
- Feed this information back to various departments at AIM to ensure that the company is properly developing, supporting, and marketing AIM's products, currently and in the future
- Present technical information to the industry at conferences, trade shows, and consortiums
- Participate in the writing of technical reports and white papers
- Relay product trends and problems as well as customer needs to V.P. of Technology and the R&D department
- Develop an expertise of the company, products, and applications of these products
- Attend industry trade shows
- Participate in teleconference calls, webinars and sales meetings
- Maintain a well-organized technical document database

Qualified candidate should possess:

- Technical marketing experience
- MS or PhD Materials Science; MBA useful
- While not a sales role, a deep understanding of the commercial importance of how this role will affect the bottom line of the business is critical
- 10 + years in a related role
- An aptitude and interest in technical subjects such as materials science, chemistry, and engineering
- Experience interacting with Marketing departments to formulate messages for the industry
- Excellent written and oral communication skills
- The ability to travel and understand the norms of business cultures throughout the world
- Knowledge of the electronic assembly industry is a major asset
- Strong credibility in the market
- Ability to perform tasks in an organized and traceable manner