

Almatris stands for Alumina Materials Innovative Solutions. With a century of technical expertise in the production and sale of high quality specialty alumina materials, Almatris is the leading global supplier of Premium Alumina. Almatris has 900 employees in 20 locations worldwide. Almatris products are used in a variety of industries – including ceramics, electronics, steel production, cement production, non-ferrous metal production, plastics, paper, and carpet manufacturing.

**Almatris is seeking for its facility in Leetsdale, Pennsylvania, an**

## **Applications and Market Development Manager**

### **➔ Job Summary**

The Product and Market Development Manager is a lead position within Almatris' Leetsdale location and is responsible for maximizing profitability, customer satisfaction, sales volume, and margin growth in the refractory, ceramics, polishing and other markets. This is achieved through:

- Applying technical understanding of the market's requirements and the production process capabilities
- Providing technical support to the assigned external customers and market areas
- Increase, and maintain, our technical understanding as is necessary for the development of winning products for attractive markets.

### **➔ Primary Responsibilities**

- Provide customers with technical assistance, product application help and manufacturing assistance. Coordinate and maintain a close follow up on critical products and customers to provide a linkage between plants and special customer requests, agreed upon specifications consistent with production and laboratory capabilities.
- Identify new application opportunities for the ceramic, polishing and other industries for Almatris' current alumina based product lines through direct customer interface and other contacts, assisting in prioritization of the opportunities and managing the established new product development programs to completion.
- Provide the VP, Product & Market Development with technical assessment of the new application and innovative product opportunities identified as needed to support the commercial sales and growth efforts.
- Drive improved product quality by identifying manufacturing issues, developing cost-effective solutions, and overseeing successful implementation into production.
- Work with production teams to resolve manufacturing, quality and customer problems related to methods, processes, tooling, equipment and product design.

### **➔ Education and/or Experience**

- Master's Degree in Materials and Ceramic Engineering from an accredited University or College, required. Bachelors Degree may be considered with relevant industry experience.
- At least 2 years of prior relevant experience in ceramics industry.

### **➔ Desired Characteristics:**

- Solid understanding of ceramics processing and process control methods.
- Exceptional communication skills and ability to work cross functionally with all plant, engineering, sales, and support departments.
- Strong working knowledge of statistical process control and Six Sigma quality systems and tools.
- Excellent analytic and problem solving skills.

- Ability to interface effectively with different backgrounds throughout all levels of the organization.
- Ability to manage time and multiple priorities in a fast paced manufacturing environment with changing priorities and schedules.

We understand that people are the cornerstone of our and our stakeholders' success. Our people and our business partners come from many different countries and cultures, speaking different languages. We appreciate this diversity. It is a source of new ideas, further insights and innovative concepts. If you want to be part of a fast growing, worldwide company, please send or mail your resume to:

**Almatris, Inc.**

**Attn: Human Resources**

501 West Park Road,

Leetsdale, PA 15056,

E-mail: [michele.ford@almatris.com](mailto:michele.ford@almatris.com)

Please reference job title in email subject line.