



**Important: This is an on-site position in Twin Falls, Idaho.
Relocation assistance may be available.**

Seastrom Manufacturing Company, Inc.

About Us

Seastrom Manufacturing Co., Inc. is a U.S. manufacturer of precision stamping along with standard and custom assembly hardware located in Twin Falls, Idaho. Seastrom has earned the distinction as an approved supplier for most major aerospace, automotive, and commercial manufacturers. Seastrom offers several custom capabilities including Precision Stamping, CNC Machining, Multi-Spindle Screw Machining, Four-Slide Process, Waterjet, Laser Part Marking & Engraving, Special Packaging, and Engineering assistance in developing parts that will increase value and lower costs.

Seastrom Manufacturing's investment in manufacturing capabilities and certifications assure each customer the highest level of precision. Seastrom Manufacturing is DFARS, REACH, RoHS, Nadcap, PPAP, and ITAR compliant, and is ISO9001 and AS9100 certified.

Opportunity: DISTRIBUTED PRODUCTS MANAGER - Full time, Flexible Schedule

SUMMARY:

The **Distributed Products Manager** will identify key features to develop and maximize successful product groups while employing an instinctive and skilled eye for following sales trends and analyzing opportunities to optimize sales. This position will coordinate the efforts of multiple disciplines including sales, estimating, marketing, finance, engineering, and procurement.

Consistently follows processes and schedules independently, with periodic interaction with manager and others while following our core values of maintaining relationships in a team environment modeling professionalism, interpersonal skills, problem solving, adaptability, and personal value commitment.

ESSENTIAL DUTIES AND RESPONSIBILITIES include the following:

- Exhibit excellent communication skills across all levels of the company.
- Research target markets to determine the feasibility of selling new products. Know the market.
- Work closely with Executive Leadership, Sales, Purchasing, Estimating and Engineering teams to ensure quick time-to-market delivery and optimize resources.
- Work with sales Manager and Finance in executing the company's revenue and profitability strategy through the support of selling engineered fastening solutions to both current and prospective OEM and distribution customers.
- Conduct supply chain analysis and assist in developing lean strategies to maximize sustainability and flexibility. Proactively propose solutions and/or new ideas.
- Demonstrate exceptional analytical skills and problem-solving ability with strong attention to detail.
- Act as a product evangelist to build awareness and understanding. Build and maintain strong relationships with key customers and industry partners with the company network.
- Understand quality systems procedures and requirements.



- Read and interpret customer drawings and prints.
- Collaborate with the Sales Team to develop effective sales tools, training materials, and product documentation. Provide support during customer meetings and demonstrations to showcase product features and benefits.
- Report and business analysis of performance metrics for service operations.
- Drive and build processes for reporting including data gathering, validation, and documentation.
- Create and distribute reports for management, sales representatives, and marketing personnel as directed by management.

QUALIFICATIONS:

- Must be at least 18 years of age.
- Qualification as a "US Person" per ITAR compliance criteria is required.
- Strong math and analytical skills required.
- Bachelor's degree in engineering, marketing or business preferred.
- 3+ years of experience in fastener distribution product management and sourcing.
- Previous experience in a manufacturing environment is preferred.
- Extensive knowledge of the Internet and Microsoft Office applications preferred, specifically in Outlook, Excel, and Word.
- Proficiency in ERP systems is strongly desired.
- Excellent attention to detail and good organizational skills.
- Strong problem-solving and deductive reasoning skills required.
- Able to read and speak the English language with comprehension skills sufficient to understand safety standards and job performance expectations.
- Ability to add, subtract, multiply, and divide in all units of measure, using whole numbers, common fractions, and decimals.
- Ability to interpret instructions which may be furnished in written, oral, diagram or schedule form.
- While performing the duties of this job, the employee is required to use hands to manipulate objects, reach with hands and arms; and talk and hear. Sitting for extensive lengths of time is required.
- The noise level in the environment is moderate to loud.

BENEFITS (*most benefits begin the first day of the month following the hire date*):

- Relocation assistance may available
- Comprehensive benefits package including Health, Dental, Vision, Life, and Long-Term Disability
- Additional voluntary benefits such as additional life, accidental death, and critical illness
- 401K program with company-matching (eligible after one year of service)
- Paid time off (PTO) from 1 to 3 weeks depending on length of service
- Personal Days - up to 5 per year
- Nine (9) company-paid holidays
- Profit Sharing
- Referral program
- Length of service program for full-time employees



- Drug-free workplace
- Safe, clean, climate-controlled facility