

Dear Reader,
Please see my responses in italics below each bullet point.
Thank you,
Dave

Product Engineer - 1 visit - 7:56 PM

Cameron Craig Group - Nashville, TN

Expanding tier 1 non-union automotive supplier who is a leader in their field is seeking a Product Engineer (newly created position) to join their engineering team. This position will design and develop products that meet customer specifications as well as be involved in the launch of products designed and developed at corporate.

RESPONSIBILITIES:

- Work to design and develop products that meet customer specifications. This includes:
- Act as primary contact for the customer and work to establish a good relationship.

I have worked in sales and in engineering positions behind a desk. I miss interaction with the customer and I would delight in the opportunity to foster relationships with clear communication and consistency.

- Handle negotiations on tooling schedule with the customer.

I have managed negotiations for startup businesses before and I know that a good deal benefits everyone and that you should always over deliver. Your reputation is built deal by deal. These are tenants I would bring to the table.

- Organize model reviews for the customer.

Having won two business pitch competitions, I know the impact that a good presentation could have. Simplicity and clarity help improve organization. I think a good model review would flow like a good story and would leave as few questions unanswered with just as little content as possible.

- Develop pre-launch parts for “pattern tuning” at the customer site.

I studied Mechanical Engineering to become a Design Engineer. I would fill this position not just by developing the parts but by taking good notes and asking good questions on site to make sure the customer is happy and nothing is overlooked.

- Part review-approval with the customer, to validate tooling integrity.

I think patience and understanding may be key here. This would be easy if everything was right the first time, as it should be. But when it was not, I would go the extra mile to ensure integrity and satisfy the customer.

- Establish supplier contacts.

Contacts are everywhere, you just have to be looking. I learned that from starting a business in college, and I would take what I learned about networking

and relationship building and apply it to establishing and maintaining good supplier contacts.

- Perform QAV audits of suppliers.

Attention to detail can help avoid costly mistakes. If not in place, I would seek to develop a thorough checklist to help remove errors from the audit process.

- Develop tooling schedule consistent with Product-to-Market cycle.

Scheduling can be difficult. In the past I have utilized technology to help coordinate work schedules for my teams. I would use whatever resources were available to make schedules accurate and adaptable.

- When changes are made to the cloth and wires, follow-up with drawing changes and be the main contact for both suppliers.

I believe attention to detail would be essential for this task. In past design work I have kept excellent records of work using organizational methods. This allows me to manage my workflow such that nothing gets skipped, especially tasks done out of order like a follow-up.

- When kicking off additional tooling, visit tool shop to confirm that B2 cavity matches the B1 cavity.

I would be happy to travel regionally as needed to guarantee the quality of our products.

- Design and develop pre-launch tooling for OE products.

Although I have not developed this equipment before, I am an extremely fast learner and I have the basic engineering knowledge and CAD skills to pick it up. I would be able to design and develop tooling for products. Once I learn a skill I always become very adept at doing it efficiently and effectively.

- Work with manufacturing and quality to assure that designed product can be manufactured with minimal downtime and minimal scrap. Meet program launch date, with 90% RFT.

As far as engineers go, I think that I am an excellent communicator. I regularly try to apply skills I have learned to improve communication, like repeating answers back to colleagues to check that I understood correctly. When working with manufacturing I would make sure we used clear communication to impact efficient work and meet launch dates.

- Work with APQP team, purchasing, and sales to assure that all advanced quality planning steps are taken prior to product launch and to assure that product meets all customer requirements.

Some engineers don't like crossing borders, but I love cross-discipline work. I would always be willing and able to communicate across departments to synchronize our work to meet launch dates and ensure quality and adherence to customer requirements.

- Provide technical support during shift.

I would enjoy the opportunity to provide technical support when needed.

- Monitor and approve ECI changes.

I gladly assume this responsibility and, if needed, I would create a system to make motioning and approving changes more productive.

- Work to create/update documents including Tooling Standard, Components Standard, Data Sheets and Quotation Sheets.

For my business I created full fledged financial models and frequently got comments that they were the best spreadsheets anyone had ever seen from an engineer.

REQUIREMENTS:

- Two (2) year Technical Degree required four (4) year preferred.

I have a BS in Mechanical Engineering from UTK where I also studied Engineering Entrepreneurship and Honors Engineering Leadership.

- Minimum of three (3) years experience working in the automotive engineering field

I have not worked in the automotive engineering field but I am looking for a career as an automotive part designer. This job looks very appealing to me because I would get to learn the ins and outs of automotive manufacturing and design while also getting to work closely with clients and develop long term relationships.

- Ability to work on several projects at once.

In college I was taking 18 hours of engineering curriculum while starting a business, running the Engineering Ambassadors program with 22 Ambassadors under me, and still managed to work on small projects outside of school. I excel in wearing multiple hats and balancing work loads.

- Working knowledge of and experience with AutoCAD 2000/2002/2008 or CATIA/V5.

I have experience in both AutoCAD and Catia as well as Solidworks and other packages, particularly in machine design.

- Aluminum Foundry knowledge helpful.

I do not have aluminum foundry knowledge but I would love to learn!

- Ability to read and interpret Blueprints.

I can read and interpret blueprints.

- Understanding of Models and Plaster Patterns.

I do not have prior experience with models and plaster patterns but I have a great desire to learn!

- Program management skills.

I think I will do very well as a program manager due to my communication and organizational skills. I have experience managing the launch of a business, the coordination of events with large attendance, and I would continue to grow my management skills in this more technical area.

- Excellent communication and negotiation skills to work with customers, suppliers and plant personnel.

This is where I hope that what I lack in automotive design experience I can make up for in practical business experience. I have worked in sales, marketing, business development, and I even started my own company and managed a list of potential investors and opened doors through networking to make pitches in several states. I would be very effective in communicating with others and managing negotiations with customers and suppliers when needed.

- Strong organizational skills.

If anything, I over-organize. Its just the way my mind works - any task I find myself repeating I cannot help but create methods and systems for tackling the job more quickly and qualitatively in the future. I would love the opportunity not just to stay organized myself, but to create systems to improve the overall productivity and efficiency of your business!