

**Nortech Systems, Inc.**  
**BEMIDJI – Wire and Cable**

Please forward a cover letter, resume, and salary requirements to:  
[dbonner@nortechsys.com](mailto:dbonner@nortechsys.com), or fax to 218-333-0223. Reference the job title in the  
subject line.

**Job Title:** Applications Engineer  
**Department:** NPI / Design Engineering  
**Reports To:** GM – W&C  
**FLSA Status:** Exempt  
**Prepared Date:** 5/25/10  
**Approved By:**  
**Approved Date:**

**Summary:** This position is responsible for managing the transfer, development, and implementation of new customer programs for Nortech Systems Commercial Division with emphasis on new product development programs. This individual will coordinate with customer care, engineering, and supply chain with focus on early supplier involvement, new product introduction, and process improvement. The individual will work extensively with customers and coordinate cross-functional teams, which include both the customer and Nortech representatives.

Ensures adherence to NPI processes and schedules, develops solutions to road blocks and makes recommendations to management for project team from various departments. Relies on extensive experience and judgment to plan and accomplish goals. Performs a variety of complex tasks. A strong degree of creativity and latitude is required.

**Essential Duties and Responsibilities:** Provides support to company in all or some of the following areas:

- Develop new business programs for assigned/new account(s).
- Develop technology and market strategies that lead to project awards
- Define and communicate winning bid strategies (both technically and commercially)
- Be the technical partner to customers, providing solutions and information related to Wire & Cable technology
- Develop project opportunities creating customer relationships with engineering and planning departments
- Key participant in customer relationship, project plan, schedule, and activities from program concept through to production stage of the program – Time to Market!
- Attract customers to Nortech giving high quality technical presentations but also by being passionate and reliable to provide technical solutions proactively
- Support the sales force regarding technical clarifications as needed
- Develop a trustful and efficient communication with partners in engineering, program management, and commercial departments.

**Knowledge, experience and personal involvement:**

- Knowledge of Wire & Cable technologies in the healthcare and industrial sectors
- Knowledge about design, production and testing of sophisticated wire and cable assemblies and harnesses
- Edge to attract customers and capability to create customer relationships with an ever-changing audience at the customer
- Drive to follow up and close program awards
- Passion to continuously increasing technology know how

**Qualifications** To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

**Education and/or Experience**

Electrical Engineering degree and 5+ years project management in a customer interfacing role, OR similar combination of work and educational experience. Experience in a manufacturing environment preferred. Experience in a contract-manufacturing environment strongly preferred.

**Travel Required:**

Up to 25% travel domestically and internationally

**Language Skills**

Ability to read and interpret documents such as; blueprints, operating instructions procedure manuals and safety rules. Ability to write routine reports and correspondence with high level of accuracy and professionalism. Ability to speak effectively before groups. Ability to negotiate.

**Mathematical Skills**

Basic math skills, such as, addition, subtraction, multiplication, division, unit of measure, and percentages/ratios to calculate pricing, discounts, specifications and units of measure

**Reasoning Ability**

Ability to interpret a variety of instructions furnished in written, oral, diagram or schedule form.

**Computer Skills**

Demonstrated proficiency with Microsoft Office

**Certifications, Licenses and Registrations**

**Physical Demands** The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the employee is regularly required to sit and talk or hear. The employee frequently is required to use hands to finger, handle or feel. The employee is occasionally required to walk, stand, and reach with hands and arms.

Specific vision abilities required by this job include close vision, distance vision, color vision and peripheral vision.

**Work Environment** The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. The noise level in the work environment is usually moderate.

**Comments:** This job description in no way states or implies these are the only duties to be performed by the employee occupying this position. Employees will be required to follow any other job-related instructions and to perform any other job-related duties requested by their supervisor or manager.

This document does not create an employment contract, implied or otherwise, other than an "at will" relationship.

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