

*focus your future, join us...*

As part of the Precision Optics business unit of the MATERION Corporation, we are among the world's leading manufacturers of optical components. Our production sites in Europe, North America, and Asia offer a unique range of optical coatings, glass processing, structuring and bonding technologies, as well as the manufacturing of complete assemblies.

We are seeking a highly experienced and meticulous

## **Customer Project Manager (m/w/d)**

which is responsible for the acquisition and execution of customer projects, i.e. orders with high organizational and technical complexity and high revenue volume for our Endoscopy market. You ensure that key projects are properly scoped, delivered on time and within budget. You contribute to the development of the market strategy by the Commercial Director, and you develop key customer roadmaps. You foster smooth communication across functional units as needed to provide optimum solutions for customer projects in the quotation and execution process.

### **Essential Duties and Responsibilities**

- **Execution of projects:** Organizational, technical and financial leadership for execution of large customer projects in the endoscopy market. Preparing work packages (deliverables) for operations and T&I and finalizing the work packages with T&I and operations to hand over the responsibility for execution, mainly at our European production sites. Monitoring the processing progress. Presenting project progress and results to customers. Organization and management of projects meetings with customers and suppliers. Manage Milestone execution and financial forecast.
- **Management of quotes and proposals:** Identify new strategic NBOs within assigned market. Check and evaluate customer needs and specifications. Check feasibility and manufacturing expenses with T&I and Operations. Prepare project schedule and price proposal and present to customers. Align pricing and margin strategy with Product Managers and Commercial Director.
- **Development of market opportunities:** Build and nurture strong relationships with key customers, and partners to ensure long-term business success. Present MPO global technical capabilities at customer meetings and exhibitions. Stay abreast of industry trends, competitor activities, and market developments. Support development of strategy by Commercial Director and develop roadmaps for current and future key customers.

## Education and Qualifications

- Extensive experience within a manufacturing setting is preferred
- University degree in engineering/ physics / related field of study
- Minimum 5 years' professional experience in medical devices or vision devices industry, preferably in a commercial role or technical product management
- Optical components industry experiences desirable
- Comprehensive professional experience in project management
- **Required:** professionally fluent in German and English, demonstrate persistence and strong project management skills to drive projects to completion, presentation skills, precise working style, team player, knowledge of quality management systems
- **Preferred:** work experience in a global matrix organization

## Our offer

- A varied role in a dynamic and international environment
- Attractive employment and development opportunities
- A positive working atmosphere in an international, innovative, and motivated team