

Job Title: Welding Product Manager

Job Status: Full Time

RED-D-ARC (an Airgas company) is seeking a **Welding Product Manager** that can be based out of the following areas (Chicago IL, Houston TX, Toronto Canada, or Atlanta GA). In this role, you will partner directly with the Manufacture of welding products in the assessment process, direct and guide the company around welding product lines to include R&D(Research and Development), and collaborate with the field to best understand market demands.

RED-D-ARC (an Airgas company) is the largest provider of welding and welding-related rental products and services in North America, with over 70,000 units in our fleet. Red-D-Arc currently offers rental welding-equipment through over 70 service centers in the United States, Canada, Mexico, the United Kingdom, Europe and the Middle East, as well as through Airgas construction Stores and dealer network that included the Caribbean, Puerto Rico, Trinidad, Kazakhstan and Australia.

Job Profile

Under the direction of the Vice President of Sales North America, the incumbent will identify, review, and select innovative welding products and solutions in support of the company vision and strategies.

We are looking for a Welding Product Manager who:

- Maintains a safe working environment by following Airgas/Red-D-Arc's health and safety guidelines.
- Maintains an exemplary level of customer service to our branches and customers.
- Provides direct guidance to Company around the welding product line to include R&D where required.
- Works directly with Manufacture of welding products in the assessment process.
- Evaluates new welding products with the OEM at the design stage.
- Promotes welding innovation within Air Liquide, Airgas, and Red-D-Arc.
- Works directly with Red-D-Arc field associates to identify industry trends and promote welding strategy.
- Supports existing regional sales team with product and application guidance, as well as training when needed.
- Prepares accurate and current progress reports to management on the status of all pending projects, opportunities, or critical customer related activities.
- Assists in the determination of suppliers of welding products.
- Coordinates sales and service training on new welding products introduced to the field.
- Works with R&D in Red-D-Arc and the manufactures to create added value to the fleet.
- Complies with all SOX requirements.
- Ensures all governmental regulatory requirements are met.
- Creates and manages overall welding product strategy for Red-D-Arc.
- Performs other related duties as required.

Qualifications:

- Post-secondary education equivalent to one year of Business Management or equivalent preferred.
- Greater than five years related working experience.
- Working in the welding Manufacture Industry.
- Understanding of all welding process.
- Ability to travel 50% of the time.

Skills

- Must have strong interpersonal and management skills.
- Ability to effectively build relationships with customers and co-workers.
- Requires high-quality presentation and negotiating skills.
- Ability to work with a wide variety of people with different personalities and backgrounds.
- Computer skills to produce effective spreadsheets, reports, documents and presentations, as required. Knowledge of MS Office applications.
- Adaptable to set and prioritize work with varying exceptions.
- Communicates with clarity, verbally in one on one or group situations, and over the telephone.
- Communicates well in writing by composing clear documents.

Please apply, in confidence, online at Airgas.com using the following link: <https://www.airgas.com/company/careers>, searching the job title and location.

Red-D-Arc would like to thank all candidates for their application; however only those selected for an interview will be contacted.

Qualified applicants will receive consideration for employment without regard to their race, color, religion, national origin, sex, protected veteran status or disability.