

## OEM Business Manager

- Working with global market leaders in technical manufactured products
  - Awesome career opportunity, with a growing company
  - Competitive salary package
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Air Radiators designs and manufactures thermal management systems used in mobile and stationary equipment such as trucks, trains, mining equipment and power generation applications. We are part of the Adrad Group who recently listed on the ASX which sees us now aggressively growing both locally and globally.

### The Opportunity:

We are seeking a commercially and technically oriented business manager to take responsibility for a major OEM blue-chip account with an annual revenue more than \$20 million. While reporting to the sales manager, the role has cross functional responsibilities requiring the coordination of engineering, purchasing, production and financials to ensure the continuity of the global supply chain and profitability of the account. On the customer side you will deal directly with their purchasing team as well as production, logistics and service representatives to deliver a professional customer experience.

### To be successful in this role:

- Have demonstrated skills in managing a Tier 1 supplier to OEM relationship
- Strategic approach to pricing negotiations using critical thinking
- Be willing to deal with the detail
- Develop and nurture relationships across the customers business
- Negotiate and implement contracts
- Support supplier service agreements across global supply chains
- Proven leadership, communication, and commercial skill set
- The ability to deal with complexity and communicate issues clearly and concisely
- Advanced spreadsheet skills and knowledge of ERPs systems
- The role is based in Lara and regular travel to the customer in Bayswater will be required

### Applications To

**Email to:** [recruitment@airrads.com.au](mailto:recruitment@airrads.com.au) with **OEM Business Manager** in the subject line.