



Magnum Systems, Inc. is looking for SKILLED, ENERGETIC individuals who want to join our team. We are looking for a full-time Projects Group Supervisor for our Kansas City, Kansas location.

Please download and complete an [employment application](https://www.magnumsystems.com/about/careers/). You can also find it on our website <https://www.magnumsystems.com/about/careers/>.

### **POSITION DESCRIPTION**

The Projects Group Supervisor drives parts, components, and systems sales initiatives through a team of regional managers, aftermarket sales professionals, and post sales project managers. This position ensures Magnum Systems consistently increases levels of quality bookings, margin performance, on-time deliveries, revenue recognition, and customer satisfaction through best practices procedures and communication.

### **ESSENTIAL FUNCTIONS**

- Monitor policy and procedure deployment in the areas of pipeline development, market development, order processing, project management, employee relations, data visibility, and close rate performance measures.
- Provide group leadership for employee and customer relations through effective communication, coaching, training, and development.
- Provide group leadership for problem resolution to facilitate contract negotiations, margin control, and time management.
- Identify, communicate, and drive implementation of sustainable growth initiatives as approved by the President/CEO, General Manager, and Senior Leadership Team.
- Ensure direct reports understand initiatives, priorities, and big picture of Magnum processes and procedures.
- Responsible for CRM upkeep and timely reporting.
- Supervise team of Regional Sales Managers, Project Managers, and Customer Service Professionals.
- Other duties and responsibilities as assigned, including special projects.

### **COMPETENCIES**

- Strong sense of discretion and confidentiality
- Excellent verbal and written communication skills
- Strong leadership skills
- Ability to implement and track new/existing policies and procedures
- Time Management
- Problem Solving/Analysis
- Project Management - Understanding of project management best practices
- Strategic Thinking - Understanding of sales strategy implementation and data analysis

### **EDUCATION AND EXPERIENCE**

#### **Minimum Requirements:**

- Bachelor's Degree in Mechanical Engineering, Business, or Organizational Culture
- 10 years-experience in sales and/or project management
- 5 years-experience with bulk dry handling processing/packaging equipment
- 5 years-experience with ERP and CRM data analysis

***THE PEOPLE, PARTS, AND SYSTEMS THAT KEEP THE LINE MOVING.***

**Preferred:**

- Master's Degree in Mechanical Engineering, Business, or Organizational Culture

**SUPERVISORY RESPONSIBILITY**

This position manages all Regional Sales Managers, Project Managers, and Customer Service Professionals. This position is responsible for hiring and training new employees as well as setting goals for performance and deadlines in ways that comply with the company's plans and vision; organizing workflow and ensuring that employees understand their duties or delegated tasks; monitoring employee productivity and providing constructive feedback and coaching.

**POSITION TYPE/EXPECTED WORK HOURS**

This is a full-time position. Typical days and hours of work are Monday through Friday, 8:00 a.m. to 5:00 p.m. Occasional evening and weekend work may be required as job duties demand.

**TRAVEL**

Travel is primarily local; although, approximately 25% out-of-area (between plant locations) and overnight travel will be expected.

**WORK ENVIRONMENT**

This position operates in a professional office environment. This role routinely uses standard office equipment such as computers, phones, photocopiers, filing cabinets, and fax machines.

The performance of this position may occasionally require exposure to the manufacturing areas, which may require the use of personal protective equipment such as safety glasses with side shields, mandatory hearing protection, and safety footwear.

**OTHER DUTIES**

This job description is not designed to cover or contain a comprehensive listing of activities, duties, or responsibilities that are required of the employee for this position. Duties, responsibilities, and activities may change at any time with or without notice.

**ABOUT US**

Magnum Systems was formed in 2001, but is built on two quality brands Smoot and Taylor Products, both dating back to the 60s. Smoot was founded in 1960 in Kansas City, KS with a focus on manufacturing pneumatic conveying systems, components, and our prized rotary airlock valves to serve all industries handling dry bulk solids. Taylor Products was founded in 1969 in Parsons, KS initially providing bagging and packaging equipment to the seed industry, and our offerings have expanded in bagging, packaging, and container handling through integrated technology like robotic automation.

Our wide range of systems and customers offer plenty of opportunities to put your skills to the test and learn a few new ones. Our managers know great talent when they see it, and we invest in what makes Magnum Systems a leader in our field – people like you.

**JOIN OUR TEAM**

If you're looking to find a place where the people are passionate about what they do and work on a team that is looking toward the future, Magnum Systems is the place for you. Roll up your sleeves and work alongside the best in our industry. We offer quality benefits:

- Health, Dental, Disability, and Life Insurance
- Pre-Tax Savings Program
- Paid Time Off
- 401K
- Profit Sharing Program

**WORK AUTHORIZATION**

Applicants must be legally authorized to work in the United States. Verification of employment eligibility will be required at the time of hire. Visa sponsorship is not available for this position.

Magnum Systems' policy is to provide equal opportunity to all people without regard to race, color, religion, national origin, ancestry, marital status, veteran status, age, disability, pregnancy, genetic information, citizenship status, sex, sexual orientation, gender identity or any other legally protected category.

***Magnum Systems is proud to be a drug-free workplace.***