

Employer: IBS of America Corporation

File No.: 251102

Counsel:

Pender & Coward, P.C.

ATTN: Ra Hee Jeon, Esq. & Jeff T. Talbert, Esq.

222 Central Park Avenue, Suite 400

Virginia Beach, VA 23462



Virginia Employment Commission (VEC) Job Posting Information:

Job Title: "Engineering Management Analyst"

Job Description:

Engineering Management Analyst is a full-time position on site at IBS of America Corporation ("IBS"), located at 3732 Profit Way, Chesapeake, Virginia 23323. Engineering Management Analyst manages the function of preparing and tracking sophisticated engineering-focused commercial purchase orders for IBS Paper Performance Group ("IBS PPG") proprietary products and services, particularly the Super Steam Vac vacuum system and managing the in-house business for the JUD Product Line, including pneumatic piston guides, load cells, fabric tensioning and guiding systems and Turn-Up-Systems used during sheet transfers in the paper industry. Managing this function includes several aspects:

(1) estimating costs and prices for purchase orders; (2) collaborating with engineering, manufacturing and sales to refine order accuracy and release; (3) exercising discretion to adjust purchase orders to fit the circumstances and scope of supply; (4) directing the logistics department in coordinating national and international order delivery; (5) maintaining active communication links with management, engineering, manufacturing and sales agent and clients; (6) managing input of purchase orders into the enterprise resource planning (ERP) software system, all of which allows sales agents, engineering and technical teams, logistics and accounting staff to execute clients' purchase orders timely and properly; (7) negotiating with vendors and clients (in USA, Canada, Mexico and Brazil) to grow the business; (8) reporting weekly business quotes and order key data to executive management; and (9) gathering financial performance data for monthly business review meeting with the executive management of the company.

The Engineering Management Analyst does not supervise other employees and reports directly to the Vice President of IBS of America Corporation.

Engineering Management Analyst for IBS requires minimum bachelor's degree in mechanical engineering or equivalent and requires minimum 24 months of experience working as an engineering-oriented business analyst or mechanical engineer in the paper making industry. Engineering Management Analyst for IBS should demonstrate fluent speaking, reading, and understanding of English to market sales of products in the USA, Canada, Mexico and Brazil, should have valid travel documents and be willing and able to travel to/from USA, Canada, Mexico or Brazil two to three times on annual basis.

Employee will receive standard employee benefits, to include Paid Time Off, health insurance, and 401(k).

Interested applicants should e-mail their resume and cover letter to: jobs@ibs-america.com.

Wage Range: Annual salary of \$71,000.00 to \$81,000.00, to commensurate with experience.

**IBS Of America
Corporation**

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