

*To support our development, we are looking for a:*

## **Technical Manager - Design and Project Engineer**

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### **About us:**

Deuma Technologies (Deuma) is an entrepreneurial company. Companies reach out to Deuma today because the machine they bought 40 years ago from Deuma still runs perfectly and they want the same experience for the next 40 years.

Deuma has been selling, designing and manufacturing large metal working machines and production lines for the last 60 years. Today, Deuma's business model is solely focused on the core activities of selling and designing machines that are then built by a network of specialized manufacturing partners.

Deuma core activities:

- Designing solutions to meet customer industrial projects (i.e: production line for oil and gas tanks for rail transportation, wind tower manufacturing lines, beam welding machines)
- Creating the detailed mechanical, electrical and automation design of the solution
- Selection of a manufacturing partner that will produce, deliver and ensure the installation and commissioning on site of the final product
- Follow up on the project execution and maintain the customer relationship until completion of the project.

To do so Deuma relies on its assets: Customer satisfaction from the last 60 years of designs, manufacturing, assembling and servicing large industrial machines and production lines for the metal industry.

The company is a lean organization of selected experts:

- Managing Director - He led the company in the last 40 years and has deep knowledge of markets and customers.
- Sales and Customer Project Management - Manages the sales process from customer inquiry until contract signature. Maintain customer relationships and relationship to the manufacturing partner until project completion.
- Technical & Design Manager - (see your role and responsibility below)
- Experts - ad hoc experts are advising Deuma for its projects

### **Your responsibilities:**

As Technical Manager you are responsible of Deuma's design and have 4 main roles:

- You are **responsible for the Design process** of Deuma including CAD solution
  - You analyse, understand and organize all existing Deuma's design
- You **support the Sales campaign**:
  - You support the customer solution definition in the sales process with "high level" layout
  - You define the target Costing of the solution
  - You are responsible after contract signature to **deliver the detailed design** on cost, time and quality
  - You define the work plan for the project detail design (efforts, project plan...)
  - You are responsible to deliver the detail design of the machines (detail drawing, bill of materials, electrical drawing, automation solution) by:
    - Performing some design work yourself
    - Selecting and managing sub-contractors in case workload or expertise are exceeding your own
- **You act as technical support** during the production and monitor that the machines are built according to the Deuma design

### **We are looking for 5 things:**

- 1) A mechanical engineering enthusiast with a demonstrated expertise in design of large mechanical machines (experience in Autodesk Inventor is an advantage)
- 2) An experience in project management able to reliability estimate efforts and work plan for design projects
- 3) A fun to work with and Can-Do reliable person. You say what you think, you say what you do and you do what you say with positive mindset
- 4) You are a self-learner: you identify all the gap in your knowledge in regards to Deuma's business and you proactively find solution to learn the necessary skills
- 5) You are willing to work in an entrepreneurial setup. You can see the direct impact of what you do and can influence the technical and financial results of the projects.

### **Employment conditions:**

Work location & travels:

- Full remote work is the preferred solution with willingness to travel from time to time to Netphen (NRW) or Hamburg to meet with other Deuma team members
  - Alternatively, an office space is available in Netphen Deuz
- Willingness to travel occasionally (10%) to partner companies in Europe (mainly Germany) and to customers (world-wide)

### **Salary & Compensation:**

Choose your level of engagement and risk & profit sharing in the company:

- join us as an employee with a fixed salary
- or
- share the profit and risk of Deuma - lower fixed salary with profit sharing

***We look forward to your application.***

***Please send your CV to the following email-address: [honiq@deuma-de.com](mailto:honiq@deuma-de.com)***