



manufacturing partner  
to innovators



## Manager of Value Engineering

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<b>Company:</b>	SMTC Corporation	<b>Location:</b>	Markham, ONT or Fremont, CA
<b>Department:</b>	Engineering	<b>Reports:</b>	SVP of Quality & Engineering

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### Company Overview:

SMTC is a global Electronics Manufacturing Services (EMS) provider with over 30 years of experience working in partnership with Original Equipment Manufacturers (OEMs) in computer, industrial, communications, consumer, medical and renewable energy markets.

- **SMTC** has 4 manufacturing / technology centers worldwide, approximately 500,000 square feet of capacity, and more than 40 manufacturing and assembly lines. Our global footprint includes operations in Canada and the United States and low cost/higher volume manufacturing in Mexico and China.
- **Our customers are the heart of our business.** We go to great lengths to build strong, synergistic relationships with our customers and business partners worldwide. That's why so many SMTC customers have been with us for more than 7 years, and some for more than 15 years.
- **Our services, processes and capabilities deliver customer value.** SMTC provides global end-to-end solutions including design, new product introduction, manufacturing, supply chain management, and after-sales services for the whole product lifecycle.
- **Our people make it happen.** SMTC employees are responsive, results-oriented professionals with a track record for innovative, flexible solutions focused on customer needs. Our expertise in quality, technology and supply chain management offers customers a distinct competitive advantage.

SMTC common shares are listed on the NASDAQ under symbol SMTX.

**Position Overview:** The Manager of Value Engineering will be responsible for driving value through customer satisfaction and increased margin/profitability both internally and externally through improving cost, quality, reliability and providing support to our customers and sites at all levels and functions. Value activities will focus on cost of goods and sourcing, test strategies, overall process and design improvements of the manufacturing process as well as recommendations on product re-design to bring down cost. The qualified candidate will manage our talented Value Engineering team and external design partnership network to identify, analyze, quantify, justify and implement world class Design for Excellence (DFE) recommendations delivering value to the organization and to SMTC customers.

### Key Accountabilities / Responsibilities:

- Increase Customer Satisfaction through Design for Excellence (DFE) services to promote communication and cooperation between functional groups responsible for Design and Manufacturing (both internally and externally)
- Provide end-to-end services to access/identify and provide value proposals to reduce product cost and development time while increasing manufacturability, quality and reliability.
- Deliver Value Proposals to drive competitive pricing through reduced materials, test and labor content while increasing margins through incremental revenue and positive component pricing improvements.
- Participate in selected Sales and Business Development Engagements

## **Quality & Workmanship:**

- Work with site operations, NPI and quality teams to support DFX opportunities as it relates to key operational drivers
  - Increase product yield
  - Reduce scrap
  - Increase throughput
  - Lower overall cost (product, assembly, and test)
- Working with site operations continuous drive improvement to drive down RMA and reported defects linked to DFX opportunities and provide value proposals to address to support continuous improvement initiatives.
- Apply Six Sigma techniques to identify root cause, corrective action and provide design recommendations to further drive quality improvement, address opportunities for error.
- Identify product risk and provide recommendations to support Process and Test Development for New Product Introduction
- Ensure adherence to IPC, ISO 9001, ISO 13485, & UL Procedures

## **Product Development:**

- Collaborative design support and provide product DFM support to our sites and customers
- Perform Design For Fabrication analysis and provide improvement recommendations
- Lead selected customer cost reduction and value generation projects including proposal generation, delivery and execution.
- AVL expansion and increased use of the SMTC generation projects
- Provide leadership in the area of ICT and functional test development
- Provide leadership in the area of Mechanical engineering leveraging internal metal fabrication capabilities and opportunities
- Participate in sales and business development engagements and identify pain points and strategic engagement opportunities.
- Articulate SMTC engineering and quality management capabilities, services and value add opportunities.
- Work with customer to define and establish an early engagement approach to design review within the organization to achieve the most efficient, cost effective process delivering high yielding, high quality product
- Manage team members, deliverables, customer expectations and commitment for deliverables. Communicate and manage project deadlines and delivery to support.
- Lead customer facing DFX reviews, discussions and value proposal generation activities internally and externally for technical and non-technical audiences alike.

## **Project Management & Support**

- Update, control and maintain internal SMTC Value Engineering Procedures, Design Control and Certification requirements for the organization.
- Collaborate and Support Quoting department to provide input relating to cost impacts, design considerations and detractors to be incorporated into labor
- Work with the Quoting Department to develop DFX cost estimates to support cost analysis, business case and value proposal to address noted detractors
- Report and maintain action register including request, commits, open issues, design funnel, potential value generated and implemented.
- Sustain key performance metrics on customer engagement, proposed savings and implemented savings through value add activities.

**Reporting:**

- Manage and maintain value engineering action registers including request, commits, open issues, design funnel, potential value generated and closure on a daily basis
- Manage and report key performance metrics on customer engagement, proposed savings and implemented savings through value add activities against cost targets by area on a monthly basis.
- Manage and report resource allocation by site, customer, area and employee to support internal reporting requirements.
- Manage and Support Customer specific project plans, action registers and conference call requirements.
- Attend team, quote & customer meetings on an agreed upon frequency

**Corporate Responsibilities:**

- Provide technical support and lead best practices and corporate initiatives
- Flexibility in schedule and travel as required.
- Other tasks as required by your manager.

**Required Skills & Knowledge:**

- New Product and Customer Introduction into Manufacturing.
- Understanding of electronics manufacturing processes and requirements
- Understanding of robust value engineering methodology.
- Excellent organization, analytical, problem solving and interpersonal skills with the expectation to develop and mentor employees/peers.
- Have a keen vision and strategic plan to continuously improve processes and systems
- Potential to take on progressively higher level projects and positions within the organization
- Strong Project and Time Management Skills
- Ability to effectively work under demand
- Enthusiastic, self-motivated and self-driven.
- Effectively communicate technical and non-technical information to both technical and non-technical personnel alike.
- Excellent computer skills (Lotus Notes, Office, Visio, Power point, Access)
- Design Experience related to Mechanical, Electrical and Component Selection an Asset.
- Experience in industry specific tools such as Valor, IHS, CAM350, Agile, Kinaxis and AutoCAD is preferred.
- Detail and quality oriented
- Strong problem solving and organizational skills
- Strong leadership and training skills

**Required Qualifications and Experience:**

- Minimum 7 years electronic engineering experience required, preferably in a contract manufacturing environment
- Direct product development and / or New Product Introduction experience
- Bachelor Degree in Mechanical, Electrical, Chemical or Industrial Engineering
- Lean Six Sigma an asset
- Prior DFX experience an asset

**APPLICATION PROCESS:** All applicants interested in this career opportunity should send their cover letter and resume to [corporatehr@smc.com](mailto:corporatehr@smc.com) and quote the position title in the subject line.

Please note that only those applicants selected for an interview will be contacted directly.