Company	Function/Department	Position Title & Location
Ferromasters BV	Engineering & Pricing Department	Engineering & Pricing Manager – Heule
	Reports to and Location	
	CEO – Heule	
Number of Reports	**Total**	**Direct**
	No	No
Position Purpose	The Engineering & Pricing Manager is an expert in the calculation tool and knows how to defold, calculate, time products in order to enable Ferromasters to make offers to customers and to safeguard margins. He plans and leads his own work and works closely together with the relevant people within the entire organisation to safeguard the optimal use of resources and machines. This position organizes, leads and follows the processes, systems & tools, cost-build-up, specification definition.	
Major/Key Accountabilities	• In charge of all incoming offers and responsible to organise and update these on the relevant spots • Evaluate the incoming offers on potential, manufacturability, within the product strategy • Communication with customers on technicalities, participate on co-engineering with customers • In charge of the total process of the calculation process (material, design details, finishing, article price, machine time, subcontracting • Making final quote based upon facts and figures • Make or buy proposals together with Purchase, in charge of all catalogue articles together with Purchase • In charge of ERP • Knowledge of CAD/CAM • Analysis on margins and post-calculation, update on material impacts, cost-price model • Maintaining price lists • Backup for production engineer and customer development • ICT and telecom • Project manager	
Measures	• Regular updates to those concerned • Builder of a dashboard controlling this • Happy customers	
Scope	• Ferromasters BV Heule & Ferromasters Customers	
Authority/ Decision Making	• Key person within the organisation with regard to category pricing and engineering • A team player across the organisation and to customers and a solution seeker • All decisions in cooperation with the CEO, local purchaser, the Team Leaders • People Management is key to success and is applicable to peers and colleagues	
Challenges	• Multilanguage (English is key, French an asset) • Ability to align with the different people and levels • Enabler of finding, bringing solutions • No 9 to 5 mentality • Discipline and autonomy	
Key contacts	Internal	**External**
	• CEO, team Leaders, Purchase, Finance	• Customers
Qualifications	• Solution seeker • Ownership & Supply Chain thinker end to end • Openness to proposals, changes, cultural differences • Engineer	
Experience	Minimum 10 years of experience Experience in different industries People management experience	
Skills and Knowledge	• Communicator & convincer based on facts and figures • Ability to work out business cases based upon short and long term view	
Languages	**Required**	**Desirable**
	• Very well in English	• French is an asset

Date Written/last reviewed: May 1, 2025
Name & Title of Creator: Kris Smet, co-CEO