



# MONARCH INDUSTRIES

**Monarch Industries** is a leading North American manufacturer and supplier of hydraulic cylinders, utility mixers and custom castings to the industrial, agricultural, and retail markets. We are a progressive Canadian manufacturing company offering a competitive compensation package in a team environment.

**Monarch Industries Ltd. is pleased to advertise the following employment opportunities:**

**WINNIPEG, MANITOBA**

[CNC Set Up Operator](#)

[Senior Quality Technician](#)

[Custom Casting Group Technical Sales Specialist](#)

To apply for any of these positions, please contact Human Resources at:

**Monarch Industries Ltd.**  
51 Burmac Rd  
Winnipeg, MB R3C 3E4  
[hr@monarchindustries.com](mailto:hr@monarchindustries.com)  
FAX: (204) 772 – 2519





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## **EMPLOYMENT OPPORTUNITY**

**CNC Set Up Operator (salary ranges from \$16.35 - \$23.04 per hour)**

**Reports to: Production Manager**

### **Essential Responsibilities and Duties:**

- Set Up and Operate CNC machines efficiently and safely
- Maintain required productivity levels (efficiency & utilization)
- Produce required quality of work.
- Contribute to continuous improvement on a daily basis.
- Demonstrated leadership ability
- Adheres to all Safety and Health standards.

### **Education Required:**

- Completed CNC programming courses

### **Experience Required:**

- Operate CNC Lathe and CNC horizontal and vertical machining centers
- Ability to program and/or adjust CNC programs
- Understand and interpret blueprints and production documents an asset
- Ability to set up and run lathes and drills an asset

### **Skills and Attributes Required:**

- Excellent verbal and written communication skills
- Proven ability to meet deadlines in a dynamic and challenging environment by effectively organizing, prioritizing, and executing.
- Ability to work independently without direct supervision

**Please send resume to [hr@monarchindustries.com](mailto:hr@monarchindustries.com).**

Monarch Industries Limited is an Equal Opportunity Employer



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## EMPLOYMENT OPPORTUNITY

### Senior Quality Technician

**Reports to:** Director of Quality Assurance

#### **Position Summary:**

The Senior Quality Coordinator will work in collaboration with other QA team and with all the stakeholders to trouble shoot, analyze systems, and be a part of effective solutions and compliance.

#### **Essential Responsibilities and Duties:**

- Work closely with QA teams within Burmac Road and Winkler plants to trouble shoot customer complaints and drive the effective implementation of corrective actions.
- Assist the team to do system audits in ISO 9001 and 14001 across all Company units.
- Maintain all documentation for the ISO 9001 and 14001 systems.
- Prioritize and coordinate tasks related to Quality Assurance functions.
- Conduct all activities and execute all duties with enthusiasm and a positive, results- focused attitude.
- Support company initiatives and policies enthusiastically.
- Other duties as assigned

#### **Education Required:**

- Ideal candidate will possess a BSc in Mechanical Engineering or Bio Systems Engineering.
- Applicants with other engineering degrees or technology diplomas combined with applicable experience may also be considered.
- Specific training or education in hydraulic, fluid power and casting systems are considered attributes.

#### **Experience Required:**

- Demonstrated experience in Coordinate Measuring Machine is desirable.
- Practical “hands on” experience related to agriculture and/or manufacturing is ideal.
- Experience that demonstrates mechanical aptitude, such as automotive or construction is considered a strong asset.
- Experience related to hydraulic systems and/or hydraulic system components and Foundry operations is considered an asset.
- Experience related to weldments would also be an asset.

#### **Skills and Attributes Required:**

- Extensive knowledge of machining and/or foundry operations.
- Proven knowledge of GD&T.
- Proven knowledge in the calibration systems – experience in Calibrating gauges is desirable.
- Proficiency with Solidworks, or equivalent is considered as an asset.
- Highly motivated, self-starter. Demonstrated ability to adhere to tight schedules with minimal supervision.
- Excellent time management and personal organization skills demonstrated with a track record of bringing a variety of project to successful completion at any one time.
- Proven ability to determine requirements, formulate potential solutions, evaluate and decide on the most effective solution.
- Proven problem solving skills.
- Ideally will have knowledge of manufacturing processes.
- Proficient with MS Word, Excel, Powerpoint and other common applications.

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# MONARCH INDUSTRIES

## EMPLOYMENT OPPORTUNITY

### Custom Casting Group Technical Sales Specialist (job post #011611)

#### Essential Responsibilities and Duties:

- Grows sales of Monarch products through:
  - Searching out potential customers through research, networking, referrals and doing cold calls;
  - Managing the sales cycle from understanding and consulting with customers to developing proposals and closing the sale;
  - Proactively monitors customers' requirements, current and future, and ensures Monarch is well positioned to grow business; and,
  - Developing and implementing marketing plans to creatively increase sales and margins within the marketplace.
- Effectively manages existing accounts in a proactive manner:
  - Facilitating improved communication throughout the organizations,
    - Resolving customer concerns, and
    - Monitoring current and future requirements to ensure Monarch is well-positioned to sustain and increase business;
  - Developing and maintaining the Company's profile within customers' organizations; and,
  - Developing and implementing detailed business plans to maximize sales and margins for each existing customer;
- Providing input into strategic decisions for marketing custom casting products.
- Conducts all activities and executes all duties with enthusiasm and a positive, results- focused attitude.
- Supporting company initiatives and policies enthusiastically.
- Traveling throughout North America, and potentially internationally, up to 2 weeks per month.
- Other duties as assigned

#### Experience:

- A proven track record in technical or industrial sales is essential.
- Experience as an Account and/or Territory Manager is required.
- Sales, marketing or manufacturing experience within the casting industry or related.

#### Education

- The ideal candidate will have a BSc degree in Mechanical Engineering or Bio Systems Engineering. Alternatively, the candidate may possess a C.E.T. designation (Mechanical Engineering Technology) combined with required experience.
- Applicants with other engineering degrees, technology diplomas and directly related experience are also encouraged to apply.
- Education or training in marketing considered a strong asset.

**Skills and Attributes Required:**

- Extremely energetic, results oriented and highly motivated with a strong work ethic.
- Very strong sense of urgency and well organized, with a proven record of following through to meet deadlines and commitments.
- Proven ability to quickly understand and adapt mechanical systems and processes, enabling him/her to gain understanding of customer requirements, determine fit with Monarch's core competencies, and communicate as required.
- Knowledge of casting industry.
- Personable, with the proven ability to quickly establish and grow relationships with customers and contacts.
- Confident, with the proven ability to build credibility and strong partnerships at all levels with our client base and internal support resources.
- Ability and willingness to travel freely across international borders.
- Complete proficiency with MS Word, Excel, PowerPoint and other common applications.

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