



**Allis Roller LLC**  
5801 W Franklin Dr.  
Franklin, WI 53132

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<http://www.allis-roller.com>

**Job Title: Business Development Engineer**

**Summary**

Allis Roller, LLC, a manufacturer of precision assemblies for agricultural, construction, and industrial equipment has an opportunity for a motivated, experienced and energetic Engineer to join our team. Taking a leadership role in our company, this position will work closely with the President/CEO to develop new business with OEM's in the US as well as internationally. The successful candidate will be an independent self-starter that works productively with others and is entrepreneurial and handles multiple initiatives effectively.

Considering that Allis Roller is a contract manufacturer, this position requires a broad range of knowledge in several areas, focused primarily on machining and welding operations, tool/fixture design, with supporting roles in estimating/quoting.

**Essential Duties and Responsibilities**

1. Meeting with customers to discuss, refine and ultimately sell machining, welding and assembly services and offer other product and process enhancements/alternatives that would make the overall project/sale feasible not only for the client but also for the Company.
2. Formulates and creates descriptive line item quotations based on manufacturing costs, if applicable, and meets with the engineering management to establish one-time-engineering design hour estimates to meet the requirements of the proposal.
3. Meets with customer to negotiate contract price and terms and conditions of sale.
4. Creates timeline schedule and final revised detailed quotation once internal and external negotiations are completed.

5. Defines all of the detailed machine and product specifications once an order is imminent.
6. Advancement to a Senior Management Role is expected.

### **Qualifications**

The ideal candidate for the position will have experience in a job-shop environment and possess knowledge of CNC machining (turning/milling/broaching/grinding) operations, GMAW welding and assembly processes. An understanding of lean manufacturing principals, strong working knowledge of materials, and experience with basic quality assurance concepts is preferred. The ability to multi-task, manage projects, and prioritize work with minimal supervision in a fast-paced work environment is required, along with strong computer and organizational expertise. Excellent communication skills are essential, and must be comfortable on a shop floor as well as working direct with customers and vendors. Extensive travel may be required.

### **Education and/or Experience**

Bachelor of Science degree in an engineering discipline is required.

Proficiency with AutoCad and MS Office products with at least 3 years SolidWorks experience required.

A minimum of 5 years of job experience in a similar environment is necessary.

Job experience and knowledge will be assessed together with formal training/education.

Competitive pay.

If interested, please complete the Culture Index Survey using link below and submit resume along with cover letter and salary requirements to

David Dull, President/CEO:

[ddull@allis-roller.com](mailto:ddull@allis-roller.com)

All applicants must complete a Culture Index Survey by clicking on:

<https://www.cindexinc.com/c/37669B>

Select Business Development Engineer- Allis Roller

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