

Digital Workflow Solutions Manager

Mark Andy Inc. is the Total Solutions Partner to the printing industry with a mission to be 'the supplier of choice with high quality innovative solutions that drive customer profitability.' The company responds to business needs by offering the broadest portfolio of equipment, the largest consumables distribution and now the most robust service infrastructure to better support printers and converters around the world. For more information, visit www.markandy.com.

Mark Andy is headquartered in St. Louis, Missouri, USA, with sales and distribution offices worldwide.

Position Summary

- Supports R&D and other Engineering activities, aiding and participating in the development of Digital Front End Solutions, Digital Pipeline, and Press Operator Interfaces. Will operate press as needed to support E2E Solution Development, Testing and Certification.
- Perform daily and other operator maintenance procedures on digital press and ancillary equipment.
- Provide Technical Support for selling activities for digital presses. Will acquire and process digital files, materials and other requirements as needed to execute production of selling samples and product demonstrations to advance selling activities to a successful close.
- Supports Field Selling, Trade Show, varied Marketing activities.
- Provide Operator Training for both digital pre-press and press operations.
- Travel up to 80+%

Qualifications/Skills/ Attributes

- Can thrive in Start Up Organization, e.g., contribute where, when, as, needed. Is adaptive and flexible.
- 10+ years' experience supporting the sale of capital equipment to various sized organizations.
- 5+ Years: demonstrating full color single pass digital printing solutions for use in L&P applications
- 10+ Years: demonstrating digital pre-press workflows with well-developed skills specific to:
 - Variable Data Printing (bar codes, graphics, validation, data base setup, data transformations, compliance).
 - Color Management.
- Proficiencies:
 - MIS SW systems for Graphics Industries.
 - Digital File Management systems and software (Esco, Creo/Prinerger, LabelTraxx, EFI, Quark, various font managers, others).
 - Web to Print software and interfaces and solutions, similarly for software supporting JDF protocols
 - Graphic file creative software (e.g., Illustrator, Photoshop, others).
 - Color Management.
 - FTP and Networking.
 - Database and Spreadsheet SW.
 - Operations of full color single pass digital printing equipment for L&P Industries
 - Trade Show Demonstrations: able to set up, debug equipment within limited timeframe of trade show set up. Able to demonstrate equipment well in trade show environments.
- Excellent interpersonal and communication skills:
 - Can speak, relate, teach and interact well with production personnel and equally well with production, operations staff, and equally well with executive management.
- Affinity and aptitude for:
 - Learning, using, and developing Soft Ware Solutions.
 - Operating production machinery, specifically digital printing devices integrated with analog material handling and converting functions.
 - Teaching others how do operate and fully leverage capabilities of full color digital printing for use in L&P converting operations.
- Results oriented
- Has a valid US Passport

Education/Experience Required

- 4-year college degree or equivalent of 10 years' experience
- 3-5 years with relevant specialized technical training and certifications for graphics management SW (file management, color, MIS, web to print, similar) are most valued.

Equipment Used

- PC & Macintosh
- Digital Pre-Press and file management SW from numerous solution providers (e.g., Esco, Prinerger, Adobe...)
- Digital Printing Press



- Label coating and converting equipment
- Ancillary

Personal Skills Required

- Interact with others.
- Work in high stress environment.
- Deal with interpersonal conflicts.
- Work with difficult customers.
- Work in an office/manufacturing environment.
 - Coverage during certain periods.

Work Environment

- APS Engineering is a Non-Smoking Facility.
- Moderate to frequent exposure to shop environment; may be exposed to dust, odors, oils, fumes, chemicals, noise and moving parts.
- Office and production environments for L&P manufacturing.
- Locations in North America also International

Physical Demands

- Regularly required to lift 60 lbs. e.g. Pressure Sensitive label rolls to support press operations.
- Regularly required to sit, stand bend, reach, climb, stoop, and similar.
- Regularly able to work in environments that warm (~90s F.), noisy, dusty, similar.
- Able stand for extended periods of time (e.g. tradeshow).
- Able to work for extended periods of time (12-14 hrs.) as is required when working at a small startup, at trade shows and similar.
- Able to fly frequently and for extended periods, e.g. across continents and overseas.

Mark Andy Inc. is an equal employment employer and considers all qualified applicants without regard to race, color, religion, national origin, sex, age, disability, veteran status, or any other factor, which is prohibited by applicable law.