



## Lake Superior College Position Posting

**Position:** Customized Training Representative

**Appointment:** Full Time

**Salary Range:** \$49,110 - \$87,070 Annually

**Application Deadline:** **Position open until filled with priority given to resumes received on or before December 4, 2017**

**Responsibilities:** This Customized Training Representative for Industrial Technology, Workplace Safety and Manufacturing works with business in Northeastern Minnesota and surrounding areas to access training needs and to develop, market, and deliver training programs related to those needs. Network and establish relationships with Business & Industry, through direct contact. This position will provide customized solutions that requires continuous adaptation of programs and products to meet client needs. Hire instructors and contract with outside vendors to deliver programs. Programs will primarily focus on topics related to industrial technology, manufacturing, and workplace safety, such as power systems, electrical applications in industry, automation, measurement systems, blueprints, fabrication techniques, mechanical systems, Mine Safety and Health Administration (MSHA), Occupational Safety and Health Administration (OSHA), and related topics. This position is responsible for generating additional revenue, both from new business development, as well as cross-selling opportunities with our existing clients in order to improve overall training awareness and customer satisfaction within the workforce development unit. Travel is to be expected.

### Position Qualifications:

Minimum Qualifications (expected to have to enter job)

- Evidence of successful sales experience
- Experience in providing/coordinating training
- Valid driver's license
- Ability to offer instructional and administrative support for remote-site instruction
- Knowledge and ability to maintain fiscal records

Preferred Qualifications:

- BA in Business, Education, Industrial Management or a related field

### Application Process:

You must apply online through government jobs. The link is at <http://www.lsc.edu/employment/>. Posting will remain open until position is filled with priority given to resumes received on or before December 4, 2017. Mailed applications will not be considered. Questions about the position may be directed to Human Resources (218-733-1068).

*Lake Superior College is a member of the Minnesota State Colleges and Universities system.  
We are an Equal Opportunity employer/educator committed to the principles of diversity. We actively seek and encourage applications from women, minorities, and persons with disabilities.*