



ASSOCIATION CANADIENNE DE SOUDAGE

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DATE: March 28, 2008 PAGES: 2 including this one
FROM: Tony Koch FILE NO: CWA_080328Linde

Following is your job posting prepared for the CWA website. We will use the following header:
National Technical and Training Manager, Mississauga, ON

Please proofread the posting and fax back any changes along with this completed form (please do not resend an attachment). The posting will then be made.

Job postings: \$100 plus \$6 GST (GST no. 89315 0763) = \$106

Postings are for three months.

Please charge to VISA MasterCard

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Signature _____ Date _____

AUTHORIZATION

All listings for the Job Opportunities section of the CWA website require your written consent prior to posting. Attached is a copy of your job listing as it will appear on the website. Please complete the form and return it by fax as an indication of your consent to post this document. Please indicate the date on which you would like the posting removed (maximum three months after posting date). Please notify CWA when the document is no longer in effect and it will be removed.

- Please post my job description on the CWA website.
- Please identify my posting using a confidential box number.
- Expiry date (if other than maximum 3 months) _____

Signature: _____ **Date:** _____

Thank you.

Linde, formerly BOC, is the premier supplier of gases, welding equipment and safety products with 70 stores, a fleet of trucks and drivers, and dedicated customer service and sales teams. Our 1,000+ expertly trained and dedicated employees are committed to safely supplying a full range of liquid and compressed industrial and specialty gases, welding, cutting and scientific equipment, and safety products and accessories.

For further information, go to lindecana.com.

We have an exciting and challenging opportunity for a National Technical and Training Manager, located in Mississauga, ON.

The Technical and Training Manager is responsible to act as the technical lead for the customer facing welding and cutting products, processes, safety and capabilities for Linde Canada Limited. This will include interfacing with the Global fabrication technology centre to gain support and to share developments that can be used in Canada and on occasions dealing directly with complex customer issues.

The role will also ensure that the Welding Specialists in the areas have the tools and capabilities to give Linde leadership in technical and safety advice to customers and that training materials are developed that can be used for new starters, CSC staff to Sales Representatives.

Responsibilities :

1. Technical resource: Support the marketing group in development of marketing materials , technical advise and matters relating to specifications and standards. This will include interface with Consumable and Equipment suppliers and includes searching for and proposing new and alternative products.
2. Global interface: As the Canadian member of the ToE (global Team of Experts). To interface all welding technology developments to the business and to act as creator and auditor of materials for the Fabrication Technology Library
3. Welding and Cutting Specialists: Training and supporting specialist on products, process and tools such as cost comparison study of processes for the use of using industrial gases in metal fabrication
4. New Applications : Recommend and keep contact with development of industrial process using industrial gases used in welding and cutting process or others process use and advise marketing teams . This can include develop, identify and propose materials such as nitrogen tire filling, balloon filling or nitrogen pipe purge or nitrogen pipe testing etc.
5. Standards and Support: Manage and track of all BOC branded gas or filler metals CWB approvals. Give advice to T&O filling operations on shielding gas mixtures.
6. Training Materials: Develop or identify develop training for industrial products and gas process for the Linde Canada Limited sales group (inside sales, sales representative, welding specialist etc..)
7. Customer Support: - Support Key Account requirements on technical matters, cost proposals or quote requirements. And all Welding Specialist and sales groups on industrial gases vs welding code requirements.

Qualifications:

- Degree or equivalent in metallurgy, welding or related processes
- Qualified Member of CWB or AWS
- Welding and cutting to highest on a wide range of processes and applications
- Strong People Management & Interpersonal skills, influencing skills
- Detail oriented with time management, prioritization and planning skills
- Strong analytical skills and PC literate
- Proven commercial acumen
- Written, report writing & verbal communication skills
- Team player, ability to develop strong working relationships
- Bi-lingual

Linde is committed to diversity in the workplace and the principles of employment equity, we therefore encourage applications from women, members of visible minorities, Aboriginal peoples and persons with a disability.