



PROFIL® EMPLOYEE SPOTLIGHT SERIES

HOW I THINK INSIDE THE BOX™

An interview with Josh Green, Business Development Manager, PROFIL® North America



What inspired you to work in the engineering field?

In high school, my favorite class was drafting because I was always really interested in blueprints and I really enjoyed taking things apart and putting them back together. In my current role, I help our customers put things together more effectively, many times saving them a lot of money in the process. It's pretty cool to think that the work I do helps a lot of the world's top auto manufacturers make more safe and secure cars.

Tell us about your career journey at PROFIL?

I started at PROFIL® in April 2011, at the age of 20. At that time, I was going to school full time for a CAD degree.

My first position was a CNC programmer/operator at the PROFILE plant in Novi, MI. After two years, I transitioned to the quality department, working as a quality tech assisting with PPAPs and first piece inspections.

As a quality tech, I was constantly inquiring about moving into the product engineering department. Although I was well respected by management, one thing holding me back was that I



did not have my mechanical engineering degree (BSME). However, one huge advantage that I had was that I knew our products inside and out.

Thankfully, one my colleagues believed enough in my abilities to convince leadership to take a risk on me. That's how I joined the product engineering group as a product designer. This had a massive impact in my life, and as a result I shifted my education path to Mechanical Engineering.

Two years into being a product designer, I was being utilized as an application engineer periodically assisting the sales team on customer visits. Soon thereafter, I was asked to move into the sales team where I have been working for the past five years.

Tell us about the work you do with your customers.

We provide frontline customer service, and help our customers come up with a solution to their fastening challenges. The easy access to PROFIL® sales and application engineers, and our in-plant customer service is unmatched in our industry.

On any typical day, I have customer visits and meetings discussing active and new applications. The day also includes conversations with our own engineering team regarding open work-orders and upcoming ones.

Because I work with two of the world's top auto manufacturers, this keeps me very busy! However, it's very exciting working with industry leaders on their new and existing projects.



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Bus. Development Manager
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What are your biggest challenges and successes?

One of my biggest challenges is continuing my education while working and having a family. However, meeting with the next generation of engineers and continuing my education has always motivated me to keep driving new solutions and keep the innovation flowing. It's a balance for sure, but PROFIL® has a culture that promotes work/life balance and professional education, so I know they've always got my back!

One of my top achievements was assisting in the development of the A9N™ series of fasteners while I was in the product engineering group. The A9N™ is a series of clinch nuts that was designed specifically to join both thin and thick aluminum panels. With the automotive industry using way more aluminum materials than it used to, the demand for A9N™ nuts is off the charts. It was a real game changer.

What excites you most about the future of fastening solutions?

There is a lot of excitement around creating new fastener installation processes for micro fastener products. As automotive systems, electronics systems, and many other systems evolve and get smaller and more compact in size, fasteners must adapt to new and more demanding applications. With the right data and systems in place, we are in a great position to keep innovating and moving our customers forward.