



# SEEKING A CAREER?

HOW ABOUT A WELL-ESTABLISHED AND **GROWING GLOBAL INDUSTRY** WITH **CUTTING-EDGE TECHNOLOGY** AND INNOVATION PLUS **JOB SECURITY** AND **EXCELLENT COMPENSATION**

BECOME A PROFESSIONAL IN THE  
**VALVE MANUFACTURING INDUSTRY**





# 10 REASONS TO WORK IN THE VALVE INDUSTRY

1

HIGHLY COMPETITIVE SALARIES

2

A POSITIVE IMPACT ON THE ENVIRONMENT

3

DOMESTIC AND INTERNATIONAL TRAVEL AND NETWORKING

4

EXPOSURE TO INDUSTRY-LEADING COMPANIES

5

ONGOING PROFESSIONAL DEVELOPMENT

6

THE LATEST MANUFACTURING TECHNOLOGIES

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MENTORSHIP EXPERIENCES

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CHALLENGING PROJECTS AND PROGRAMS

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RESEARCH AND DEVELOPMENT OPPORTUNITIES

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DIVERSE CAREER OPPORTUNITIES

## A BIT ABOUT THE INDUSTRIAL VALVE INDUSTRY\*

- **U.S. valve shipments are projected at \$4.4 billion in 2015**, having recovered from the recession and gone well beyond its previous high.
- **Valve companies directly employ more than 30,000 people in the U.S. alone**—and many thousands more in facilities around the world.
- **Ninety percent of VMA member companies report they are not able to find enough qualified job applicants to fill open positions**—and are actively seeking to hire a new generation of workers.

\*The Valve Manufacturers Association of America is a trade association representing the U.S. and Canadian valve manufacturing industry. Information cited above is provided by VMA and based on research, statistical analysis and a June 2014 member survey. Find out more on [VMA.org](http://VMA.org).

## ...AND SOME FACTS ABOUT MANUFACTURING

- In 2014, **manufacturers contributed \$2.09 trillion** to the U.S. economy, equal to 12% of GDP.<sup>1</sup>
- More than 12 million Americans—or **9% of the workforce—are employed directly in manufacturing**.<sup>2</sup>
- In 2013, the average **U.S. manufacturing worker earned \$77,506 annually**, including pay and benefits.<sup>3</sup>
- **Manufacturers in the U.S. perform two thirds of all private-sector R&D in the nation**, driving more innovation than any other sector.<sup>4</sup>

<sup>1</sup>Bureau of Economic Analysis, Industry Economic Accounts (2012).

<sup>2</sup>Bureau of Labor Statistics (2014), with estimate of total employment supported by manufacturing calculated by the National Association of Manufacturers using data from the Bureau of Economic Analysis (2012).

<sup>3</sup>Bureau of Economic Analysis (2013).

<sup>4</sup>National Science Foundation (2008).

**“MANUFACTURING IS MORE THAN JUST PUTTING PARTS TOGETHER. IT’S COMING UP WITH IDEAS, TESTING PRINCIPLES AND PERFECTING THE ENGINEERING, AS WELL AS FINAL ASSEMBLY.”**

**– SIR JAMES DYSON, INVENTOR AND FUTURIST**



**Name:**  
Valeska

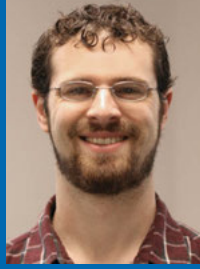
**Occupation:**  
Applications  
Specialist

**Years in the  
industry:** 1

**“Our customers are  
all over the world.”**

Valeska is a world traveler and amateur jewelry-maker who studied metallurgical engineering in Venezuela and materials engineering in Italy before discovering the valve industry. After working in Venezuela for a large pharmaceutical company, Valeska came across the industry in her job search and landed a position as an applications specialist with a valve manufacturer in Canada. There, her position involves pricing products and preparing quotes for customers around the world.

Valeska has always enjoyed working with her hands, so a career in engineering made perfect sense. Having worked and studied in various countries, one of her favorite aspects of the industry is the ability to connect with people across the globe. Valeska recommends people explore the valve industry because “there are opportunities to work in different areas, like oil and gas, depending on the product or project. There are many things to learn and working in the valve industry gives you more insight.”



**Name:**  
Eric

**Occupation:**  
Applications  
Engineer

**Years in the  
industry:** 1

**“The products we design  
make a big impact.”**

Eric is a drummer and loves to cook, dance and play golf with his friends. A graduate with bachelors and masters degrees in mechanical engineering, Eric has worked as an applications engineer for a valve manufacturer for a little over a year, where he spends his days engineering bills of materials and producing manufacturing instructions. Eric admits he didn't know anything about the valve industry before finding his current position through an online search, and never realized the industry's complexity.

Since joining the industry, however, Eric enjoys learning new things every day and working with new and innovative products. He says one of the most rewarding parts of his job is knowing the products he helps design make a big impact by safely delivering oil, water and gas to the public. When asked why the valve industry would be a good fit for other young people, Eric says, “It is a good industry for those with broad interests in mechanical design, fluids, electrics and controls since it combines a little bit of each. It is also a way to have a positive impact on our economy in a business that is currently flourishing.”



**Name:**  
Kelly

**Occupation:**  
Project  
Expeditor

**Years in the  
industry:** 2

**“The industry will never go  
out of style—there will always  
be a need for valves.”**

Kelly has been working as a project expeditor for a large valve manufacturing company in the Midwest for two years. Having studied electrical engineering in college, she came into the industry through LinkedIn, and hasn't looked back since. In her position, Kelly works directly with customers on special project orders and ensures that projects stay on track so that her customers get exactly what they need in a timely manner.

“I love the vast range of tasks that I have been assigned and taken on...my job is never boring”

Kelly thinks the valve industry is the perfect place for young people to start a career. “The valve industry is never going to go out of style,” she says. “There will always be a need for valves.”

## ENDLESS POSSIBILITIES AND OPPORTUNITIES

A career in the valve manufacturing industry is one of endless possibilities and opportunities. There will always be a need for products—and for people to produce those products. Manufacturers are key players in the global economy, providing quality products the world needs at competitive prices.

## JUST WHAT IS AN INDUSTRIAL VALVE?

Industrial valves are devices that control the flow of a fluid by opening, closing or regulating. They can be small and fit in the palm of your hand, but they also can be really big, some so large that you can walk right through them! What's more, they are essential components in our everyday lives: From their work in nuclear power plants to their role in generating solar energy, industrial valves keep the lights on and the water running.

## YES, TECHIES, WE HAVE JOBS FOR YOU!

The manufacturing industry offers the opportunity to work with cutting-edge technology and to push the boundaries of science and innovation. The valve industry is constantly changing, adopting new production processes and manufacturing techniques to meet the level of quality expected by world-leading end users. One of the great challenges of the valve manufacturing industry is to turn innovative technology into market-ready products.

## LEARN—AND GROW—WITH A LITTLE HELP FROM MENTORS

Mentorships and development programs are becoming more and more common as the manufacturing workforce ages. The potential for future skills shortages is motivating companies to offer training to improve the skills of existing workers and better integrate new employees. There is an immediate need for skilled workers if the industry is to continue its trajectory of growth.

## FROM ENGINEERS TO WELDERS, AND MUCH MORE

While the manufacturing industry's focus is production, a multitude of career options that support production can be a great fit for the young professional. Jobs like design, marketing, engineering, research and logistics provide competitive salaries along with professional challenges.

## WE'RE INVESTED IN PROTECTING OUR ENVIRONMENT

The valve manufacturing industry plays a vital role in reducing harmful emissions by adhering to strict government standards. Valves are necessary devices in providing clean energy to the world's population and producing low-emission power generation such as nuclear and hydroelectric. In addition, clean water and wastewater treatment would not be possible without well-designed valves, actuators and controls.

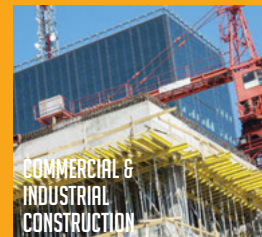
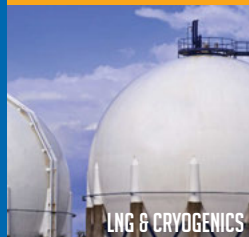
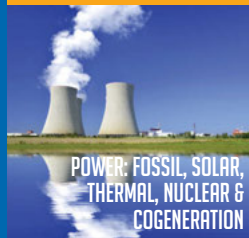
# A SAMPLING OF CAREERS IN THE VALVE MANUFACTURING INDUSTRY:

- All types of engineers
  - » Applications
  - » Chemical
  - » Computer
  - » Electrical
  - » Industrial
  - » Mechanical
  - » Metallurgical
- Accounting
- Actuator technician
- CNC operator/programmer
- Computer programmer
- Database manager
- Electrician
- Engineering technologist
- Field service repair technician
- Human resources manager
- Instrumentation technician
- Inventory specialist
- IT manager
- Lean manufacturing specialist
- Logistics manager
- Machinist
- Maintenance mechanic
- Marketing manager
- Materials manager
- Metallurgist
- Pipefitter
- PLC programmer
- Product manager
- Project manager
- Quality assurance and NDE specialist
- Safety manager
- Sales (inside and outside)
- Trainer
- Valve repair and testing
- Website content manager
- Welder



## WHERE ARE VALVES USED?

WHEREVER FLUIDS NEED TO BE CONTROLLED—STEAM, GASES AND LIQUIDS



## GET A JUMP-START ON YOUR CAREER WITH VMA'S VALVE BASICS COURSE

The Valve Manufacturers Association (VMA) offers **Valves, Actuators & Controls 101 and 201**, created for newcomers to the industry. It's a great fit for recent graduates, engineers in the early stages of their careers and new hires at valve companies. This multi-day course covers all the major valves, actuators and controls, as well as industry standards, repair issues and other key topics. As part of the course, VMA offers participation in our unique (and fun!) "Valve Petting Zoo." Plus, a limited number of scholarships are available for qualified applicants who wish to attend the Valve Basics Seminar.

### For more information contact:

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