



Job Description

Project Manager Industrial Process Controls

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Position: Project Manager – Industrial Process Controls

Job Description Overview

This position includes sales, sales prospecting, account development and developing new markets. This position also coordinates systems design and pricing with account managers.

Functional Responsibilities:

- Delivering an ongoing profit stream with existing and new customers using the Standard Controls sales process and methodology.
- Identifying, prospecting, and developing new business and new clients.
- Solutions oriented consulting with customers and consulting engineers to determine system operation requirements, and translating those into proposals for the customer.
- Working with the SCI project team, including manufacturing, engineering, and accounting to develop price quotes and proposals for projects and change orders.
- Coordinating the development of hardware/software based control schemes and integration of automated electrical distribution equipment process control systems with the customer and SCI engineers.
- Providing communication, documentation, and execution of internal processes, including paperwork and following established procedures to fulfill projects.
- Providing customer support and coordination on issues related to troubleshooting, testing, and training.
- Develop professional sales and personal growth plan and participate in continuous sales process training.

Qualifications, Essential:

- A track record of integrity, honesty, loyalty, and ethics in all interactions with customers, employees, and suppliers.
- Bachelor's degree or equivalent – BS in electrical engineering or business degree with emphasis on sales and marketing are preferred majors.
- Minimum 10 years sales experience and 2-3 years of successful track record in selling automated control systems.
- General knowledge of applicable electrical standards such as NETA, IEEE, UL891, IEC UL 508A, UL10008, and the National Electric Code.
- Excellent verbal and written communications skills.
- Strong interpersonal, communication, follow-up, and presentation skills.
- Project management experience.
- Willingness to travel when required.

- Stable work history.

Qualifications, Desirable:

- Experience in two or more of the following markets:
 - Mission Critical Power i.e.; Telecomm, Data Center
 - Process Controls Systems
 - Heavy Industry Utility Control Systems
 - Oil and Gas Industry
- Experience with integrating devices from multiple vendors into a packaged solution.
- Previous experience in sales with Square D, GE, Siemens, Allen Bradley, and/or other similar industries is a plus.
- Formal solutions sales training and demonstrated use of systematic sales methods.