
Industrial Sales Manager

Performance Controls, Inc. (PCI), a world leader in power amplifier design and manufacturing, seeks an experienced sales manager to grow our industrial business. With 40 years' experience supplying state-of-the-art power control equipment to leading MRI manufacturers and industrial OEMs and a deep bench of engineering talent, PCI is poised to capture new markets as the megatrend towards electrification accelerates.

As our Industrial Sales Manager, you will build on an existing customer base and help PCI penetrate new industries, develop new products and find new customers. This role requires previous consultative sales experience working with industrial OEMs to become designed in to equipment. The ideal candidate will have prior experience in an industry such as power electronics, test and measurement, motors and motion control, industrial automation, fuel cell or vehicle electrification. You should have confidence in holding both technical and commercial discussions with engineering, purchasing and executive contacts at our customers. Substantial domestic and occasional international travel is required, up to 60% of total time (once the pandemic will allow it). You may be located anywhere in the US with easy access to an airport, although preferably you will be within a two hour drive of our home office and plant in suburban Philadelphia to enable regular visits.

Qualifications and Requirements

- Bachelor's degree in engineering or relevant work experience
- Five years' consultative sales experience selling to OEM engineers to get designed in to equipment
- Successful track record developing and growing a sales territory
- Experience holding technical and commercial discussions with engineering, purchasing, and management
- Specific experience with power control, motors and motion or industrial testing preferred
- Experience working with and managing independent representatives or distributors a plus
- General mastery of core electrical engineering principles is strongly preferred
- Strong technical writing and verbal communication skills
- Proficient with online search tools such as LinkedIn for lead generation and CRM software such as Salesforce

Abilities, Knowledge and Skills

- Ability to lead a prospective customer through a consultative sales discussion in order to discover underlying needs without pushing any particular solution
- Able to lead and follow in technical conversations with engineers
- Consummate listener who is both service-oriented and persuasive
- Self-motivated and can work without close supervision
- Team player who works effectively with colleagues without blaming or seeking praise
- Organized, productive and consistent with follow-through
- Curious with a thirst for learning
- High level of integrity and responsiveness; maintains commitments
- Comfortable with a small company environment

Compensation

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Performance Controls offers a complete compensation package commensurate with experience that includes a competitive base salary, bonus based on sales achievement, and a generous benefits package including health, dental, vision, 401(k) and many other benefits.

About the Company

Performance Controls, Inc. (www.pcipa.com) designs and manufactures power amplifiers for demanding applications that require high power and high precision. Since our founding in 1980, PCI has supported many industries, including electric vehicles, test and measurement, military positioning systems and medical imaging. We offer a range of standard products and we customize solutions for specific needs. Our core offering is the creativity, experience and dedication of engineering, manufacturing and service professionals who love to solve problems for customers. PCI is owned by Hitachi.

Performance Controls, Inc. is an Equal Opportunity/Affirmative Action Employer

Females/Minority/Veterans/Disabled/Sexual Orientation/Gender Identity/Religion/National Origin