



**Power & Component Solutions Manager
Sales – Automated Systems Group
Conshohocken, PA**

Company Overview:

Rumsey is a dynamic, employee-owned electrical distribution company serving Eastern PA, NJ, DE and MD. In existence for over 100 years, Rumsey provides a competitive salary and benefits package, along with diverse opportunities for long term career development. Opportunities at Rumsey encompass a variety of skill sets and experience levels. The Rumsey team consists of over 250 employee owners that thrive in a fast-paced customer service environment. Rumsey just may be the company you've been looking for!

Benefits:

- Stock ownership
- 401(k) with employer matching
- Medical/Dental/Vision/Prescription
- Life and Disability Insurance
- Flexible Spending Accounts
- Company issued smartphone and laptop

Position Overview:

We have an opening for a Power & Component Solutions Manager reporting to the Director of Power & Component Solutions based out of our Conshohocken location. This individual will be responsible for developing and executing a business and commercial plan, in conjunction with the specialist team, in order to achieve the product segments' annual goals.

Essential Functions:

The essential functions are the tasks, duties and responsibilities that are critical to the job; the employee must be able to perform the essential functions with or without reasonable accommodation.

- Lead the Power & Components team to achieve growth and meet or exceed the annual sales goals for the assigned products.
- Develop and execute, with agreement from management, a business plan for the current fiscal year that identifies the team's ability to meet growth goals. Coordinate and complete with the specialist team, and within the Rockwell planning system.
- Set expectations and motivate team to accomplish objectives for their individual segments while monitoring performance and providing feedback. Conduct monthly activity reviews with team members in support of compensation.
- Provide monthly progress to goal updates to management with insight into key metrics such as: successes, misses, backlog, and/or strategies for catching up if behind.
- Develop and maintain market product and price awareness for the given solution set; provide feedback and coaching to team on pricing, commercial strategy, and win strategy as needed.
- As part of the annual plan, create, own, and execute via the specialist team commercial events that generate growth and awareness within the market.

- Identify and consistently provide marketing content – including but not limited to appropriate monthly newsletter highlights, product promotions, and blog articles. Keep up to date on product releases and act as a lead in coordinating content for monthly ASG sales team update meetings.
- Make professional presentations to both customers and fellow employees in support of Power & Components product segment.
- Responsible for supporting the recruiting process which includes selection, orientation, and training of direct reports and developing personal growth opportunities, as appropriate.
- Administer and enforce company policies and procedures to staff.
- Prepare and deliver annual performance evaluations to staff.
- Train, coach, and develop staff effectively. Take corrective action as necessary on a timely basis. Consult with Human Resources as appropriate.
- Perform the function of a Specialist as required.
- Identify and develop future growth opportunities and plans, including market initiatives and/or new vendor or service opportunities. Present and discuss with management.
- Utilize CRM and work with the specialist team to utilize CRM to manage customer information, funnel, and key marketing attributes.
- Demonstrate enthusiasm and commitment toward the job and the mission of the company.

Required Knowledge, Skills & Experience:

- Bachelor's Degree in Industrial, Electrical and/or Mechanical Engineering, or commensurate experience.
- Product Manager or other relevant industry experience with MCCs, VFDs, Industrial Control, and Safety Solutions.
- Experience with Rockwell Automation Power and Control Solution Portfolio.
- Strong Leadership & Interpersonal skills.
- Strong customer orientation.
- Ability to identify and validate customer opportunities for product and solution sales.
- Ability to manage conflict and make difficult decisions.
- Ability to use honesty and fairness in daily work to foster an ethical work environment.
- Ability to maintain confidentiality.
- Strong oral and written communication skills.
- Strong organizational and multi-tasking skills.
- Ability to design workable solutions to problems in a timely manner.
- Proficient with Microsoft Office products (e.g. Word, Excel, etc.).
- Valid driver's license and acceptable driving record.

If you meet the criteria outlined above, we encourage you to apply. To apply online, [Click Here](#) to complete our employment application.

EOE M/F/D/V