



Industrial Controls & MCC Specialist

Sales - ASG

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 laptop

Position Overview:

We have an opening for an Industrial Controls & MCC Specialist reporting to the Power & Component Solutions Manager based out of our Conshohocken location. This individual will be responsible for marketing, selling and technically supporting the sales team and customers with respect to the Industrial Controls, Sensors, Safety, and Motor Control Centers (IC/S/S/MCC) product lines.

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.

- Analyze market conditions, develop an annual business plan and coordinate its implementation in a team environment.
- Lead, motivate and support a distributor organization to proactively implement the business plan.
- Administer and implement marketing, promotion programs, and product launches from Allen Bradley and other core product businesses.
- Define and grow new markets for emerging product technologies.
- Lead and coordinate the sales teaming efforts (including Distributor Peers and Vendor Partners) required to identify and to close account conversion and project sales opportunities for assigned projects.
- Promote the value-add of the assigned products in competitive situations.
- Train internal staff on the sales and commercial aspects of IC/S/S/MCC products, including features, benefits, applications, and markets.
- Manage, create proposals, and assist with order entry of supported products.
- Interpret customer specifications with wiring diagrams and one-line drawings of products. Convert

documents into appropriate materials list using current software configuration aids.

- Develop and maintain a quotation report and follow-up system that can be used and shared with the Rumsey sales team, management, and when appropriate, our vendors.
- Provide ongoing support for order management, including order scheduling, customer changes, expediting, and project management on larger orders.
- Participate in ongoing training to maintain technical and commercial competency in IC/S/S/MCC and complimentary product areas. (Travel Required)

Required Knowledge, Skills & Experience:

- Bachelor's Degree in Engineering, Electrical or Mechanical Based, or commensurate experience.
- Have core competency for the current technology as it relates to the IC/S/S/MCC products including mechanical aptitude for solving IC/S/S/MCC applications.
- Able to identify and demonstrate technology solutions for customer applications.
- Strong presentation skills in a group and individual situations.
- Proficient with Microsoft Office products (e.g. Word, Excel, etc.).
- Valid driver's license and acceptable driving record.

Desired Knowledge, Skills & Experience:

- Experience with Eclipse.
- Experience with Rockwell Configuration Tools.
- Experience with Rockwell or similar products listed.

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

Rumsey Electric Company is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to age, race, color, religion, sex, national origin, sexual orientation, gender identity, disability, protected veteran status, or any other legally recognized status entitled to protection under the applicable federal, state, or local laws.