



About Applied Controls

Applied Controls is an employee-owned, high tech automation distributor, and solutions provider. We educate and support local manufacturers in implementing emerging technologies to reduce costs, increase productivity and improve safety. Our offerings range from industrial computers and software, robotics, machine vision and motion control. Our goal is to increase productivity to keep manufacturing in America successful and prosperous.

We are looking for someone who:

- Understands the technology of factory automation, machine vision, and robotics and can lead a team of technically competent salespeople who are driven by providing customers a solution to whatever technology problem they may be experiencing.
- Is passionate about transforming sales, service and marketing and align with our culture and core values which revolve around integrity, care, knowledge, and trust.
- High emotional intelligence – you have genuine empathy for others and maximize your impact through understanding the motivations of your team.
- Is data driven – you can leverage and communicate using data to improve core KPI's that matter to the individuals on the team.
- Is accountable – you have honest, transparent, and authentic communications with your colleagues.
- Is a strategic thinker – has the ability to analyze a market or a geography and think “out of the box” on different ways to grow the business, utilize the sales staff, partners, or technical support staff

Sales Manager at Applied

- Have excellent time management, organization, and communication (written & verbal) skills
- Have an analytical mindset and leverage data across all interactions
- Have a track record of being an excellent coach
- Support the salespeople in all aspects of the sales process and keep the team members accountable to the KPI's that drive the business
- Support the business in cross functional projects to drive organizational advancement

Qualifications

- A minimum of 10 years' experience leading a team or equivalent
- Experience in successfully mentoring and/or leading others effectively
- BA or BS, MBA preferred
- Experience leading a consultative sales process
- Experience using a CRM to manage and forecast sales opportunities

Please send resumes to: hr@appliedc.com

MAIN OFFICE: 47 GENERAL WARREN BLVD, MALVERN, PA 19355, PHONE: 610.408.8000, FAX: 610.408.8048

CENTRAL PENNSYLVANIA: SUITE 400, 144 ROOSEVELT AVENUE, YORK, PA 17401, PHONE: 717.854.2889, FAX: 717.854.6884
www.appliedc.com