



Pine Electronics, Inc. is seeking a Business Development Manager who will continue to foster current customer partnerships, identify and build new partnerships, and manage the company's sales activities.

Pine Electronics has been providing world-class electronic contract manufacturing services to a diversified base of primarily US customers for more than 40 years. Offering PCB assembly, wire harness assembly and electromechanical (box build) services, Pine Electronics serves a variety of industries including mass transit, mining, electrical transmission, rail, and communications. Our customers' needs and satisfaction are a top priority and a primary focus of our company.

Headquartered in Grove City, one of Pennsylvania's "Top 10 Best Towns for Families," and located in the heart of scenic Western Pennsylvania, our convenient location at the intersection of interstates 79 and 80 logistically provides customers easy access to our contract assembly services. Part of a group of related companies which employ more than 100 individuals, Pine Electronics is large enough to satisfy our customers' and employees' needs, but small enough to provide excellent customer service and retain an authentically small company culture. And, we offer a competitive compensation package.

Minimum Qualifications

- Bachelor's Degree, technical discipline preferred.
- Five years' experience in EMS industry, in manufacturing and/or engineering sales.
- Possess a desire for providing excellent customer service with uncompromising honesty and integrity.
- Accomplished in identifying and building successful long-term customer relationships.
- Competent to create and implement sound business development strategies for low to mid volume, high mix customers in industrial markets.
- Experience developing and negotiating supplier agreements.
- Self-driven with strong leadership experience managing and directing cross functional teams to a common goal.
- Ability to work collaboratively with all levels of the organization
- Excellent communication, presentation, negotiation, and interpersonal skills.
- Proficient computer skills (Microsoft Office Suite, internet).
- Capability to travel up to 15%.
- Legally authorized to work in the USA.
- Valid driver's license with acceptable driving record.

Responsibilities

- Develop thorough knowledge and understanding of Pine Electronics services and capabilities.
- Develop thorough knowledge and understanding of Pine Electronics current customers, their requirements and needs, including identifying new opportunities.
- Lead and manage the sales activities.
- Implement marketing plan.
- Market research and subsequent lead generation and prospecting geared toward relevant new long-term business opportunities.



- Work with Vice President and General Manager to create and implement sound business development strategies for low to mid volume, high mix customers in industrial markets that fit Pine Electronics business model.
- Ensure customer quotations and contract review of new orders meet customer and company expectations from start to finish.
- Design and negotiate supplier agreements.
- Assess networking and trade show opportunities, plan, lead and participate in events.
- Oversight of advertising and promotional activities with input for website, social media and product/service literature
- Maintain an in-depth knowledge of the EMS industry to support growth and diversification.

Preferred Additional Experience

- Experience with Federal government procurement opportunity program, FedBizOpps.

Supervision

- Yes

Working Environment

- Normal office environment. 50% sitting; 50% standing, walking. Use of normal office, computer and associated equipment.
- Travel is primarily local during the business day, although some out-of-the-area and overnight travel can be expected. Travel (as determined): driving, air and other forms of transportation as necessary.

EEO/AAP Employer

Applicants who do not meet the basic qualifications for the position will not be considered.

To be considered for this position, you must apply at www.jobgateway.pa.gov/, posting #10755069 and follow the instructions provided.