

Project Manager/Sales Engineer

Employer: Pennsylvania Transformer Technology, LLC

Location: 201 Carolina Drive, Raeford, NC 28376

Position Summary

The Project Manager/Sales Engineer manages customer projects from order release through installation, serving as the primary liaison among customers, internal teams, subcontractors and field crews. This position also develops lasting business relationships with electrical utility companies throughout the United States.

Key Responsibilities

- Monitor engineering and production schedules and communicate updates to customers.
- Resolve technical and commercial issues and communicate technical solutions.
- Coordinate internal resources, third-party vendors and field crews.
- Ensure projects are completed on time, within scope and on budget.
- Establish deadlines, assign responsibilities and monitor project progress.
- Serve as the primary point of contact for customers and subcontractors, including the Transformer Cycle Life Project.
- Conduct product and service demonstrations.
- Present products and features at conferences, seminars and other customer events.
- Negotiate contract terms.
- Conduct and document internal contractual review meetings and engineering process reviews before final design approval.
- Prepare documentation and instructions for releasing new orders to the appropriate departments.
- Accommodate visiting clients and escort customers during factory inspections.
- Prepare and track invoices.
- Create documentation for sales representative commission statements.
- Develop production plans to establish priorities and improve internal communication.
- Prepare project-status reports for upper management.

Education and Experience

Bachelor's degree or foreign equivalent in Electrical Engineering, Electronic Engineering, Mechanical Engineering or a closely related field, plus three years of experience in a related occupation.

Required Experience

- Planning and project management
- Client-facing and internal communication
- Prioritization and task management
- Applying electrical or electronic engineering principles to evaluate the cost implications of design choices, material selection and manufacturing processes
- Troubleshooting technical issues
- Reading engineering drawings
- Working effectively independently and as part of a team

Travel

Approximately 5% domestic travel is required for customer meetings.

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