



SDS Mechanical & Automation (A Division of Southern Design Services, Inc.) is seeking a **Senior-Level Electrical/Controls Project Management Professional** to enhance our organization's capabilities, as well as bring new perspectives to the functions we perform.

The role focuses on building & maintaining customer relationships, identifying new business opportunities, and ensuring customer satisfaction through effective follow-up & problem-solving.

The ideal candidate will have a strong background in industrial electrical projects and a commitment to ethical standards in professional interactions with clients & associates.

PLC/HMI programming & debugging experience with Allen-Bradley/Rockwell (required) and Siemens (preferred) automation products.

Job Responsibilities:

- Professionally represent SDS at customer sites on a regular basis.
- Collaborate closely with other project stakeholders to deliver efficient & effective electrical/controls solutions.
- Seek out prospective customers/business opportunities with new & existing customers.
- Establish & maintain customer relationships to identify and grow profitable opportunities.
- Play a crucial role in overseeing & managing electrical/controls projects from inception to completion.
- Follow up on all generated quotations to assure customer service & document outcomes.
- Maintain ethical, cooperative manufacturer relationships consistent with company goals.
- Attend training classes to develop & enhance superior process knowledge.

- Develop effective working relationships with multi-discipline SDS project teams.
- Report competitive conditions & customer feedback to management.
- Assist customers with problem solving, project layout/design, and pricing.
- Implement a plan to support profitability goals.
- Perform other duties as assigned by supervisor.

Desired Requirements:

- Knowledge or experience within the Electrical/Controls industry.
- Bachelor's degree in sales or a closely related field with at least ten (10) years of relevant industry experience, or equivalent education & experience.
- Commitment to high ethical standards in professional behavior.
- Proven proficiency in using a personal computer & technical applications.
- A valid driver's license & a proven safe driving record.
- Ability to maintain flexible working hours.
- Strong customer service aptitude.
- Ability to manage & operate effectively in a team environment.

Available Benefits:

- Medical, Dental, Vision, Rx coverage
- Telemedicine

- Matching 401(k)
- Company-paid Life Insurance + (AD&D)
- Supplemental Life Insurance
- Short and Long Term Disability
- Flexible Spending Accounts
- Employee Assistance Program (EAP)
- Choice of Voluntary Benefits

Call (864) 278-5000 for more information about this listing.

To be considered for employment in this position you must be eligible to work in the United States without company sponsorship now or in the future.

We are an equal opportunity employer.

Drug tests are required unless prohibited by state law.

SDS Mechanical & Automation uses E-Verify.