



- **Product Manager:**

Fast growing distributor of Electronic Power Supplies & Components is now open Sonora, CA. This is a management level sales support position that directly interfaces with our suppliers and proactively provides assistance to the company's sales team in order to facilitate the profitable development of new business. In short, this position directly drives our ability to successfully book business.

The major responsibility is ensuring that we are always very responsive to customer inquiries and that our Sales team is in a strong position to secure orders at all times. You must be able to provide strong leadership to the Sales team and directly interact with customers when required. You must be a "hands-on" manager that is responsible for maintaining excellent business relationships with our suppliers at all levels.

Typical daily duties include obtaining pricing, delivery & technical details, setting pricing strategies, and providing timely and accurate responses to customer inquiries that are submitted via the Sales team. Purchasing material for customer orders, managing the companies open order backlogue, providing "chair side coaching" and stand-up training to other team members are other important duties.

One must be diligent and persistent in obtaining required information from suppliers while always maintaining excellent working relationships. You must have the ability to function in a high volume, time sensitive environment and will be responsible for providing excellent service and support to the Sales team.

Prior experience directly with Electronic Power Supplies, Industrial Distribution, and a strong business background are very desirable. Being able to provide great attention to detail and a strong orientation towards technical product comprehension are also important since we wholesale technical products to engineering based companies.

You must be a results oriented, a self-starter requiring little supervision, able to function as a team player, and be willing and the able to learn many new skills. This position requires PATIENCE and excellent people skills. You must have good judgment, strong negotiating skills, and be very profit oriented.

Superior organizational skills, excellent communication skills, tenacity, enthusiasm, a strong customer orientation, and a high degree of sales savvy are all essential. The Product Manager directly impacts our bottom line results.

In order to effectively function in this position, you must be very computer proficient since we use state-of-the-art Internet-based computers, custom and off-the-shelf business applications, and the very latest telecommunications systems to ensure a highly productive, flexible, and efficient operation. Prior knowledge of the Windows operating system, Microsoft Office applications, Internet Explorer, GoldMine, and popular mid range accounting applications are also preferred.

We will provide training and your compensation will include salary, no-cap commissions, and health benefits.

Please direct all inquiries via e-mail to the attention of Bill Gordon at bgordon@power-plus.com, fax your resume to (209)532-0747, or call (209)532-2994 x101.